TRADE AND INDUSTRY

7 October 1971 Volume 5 No 1 10p

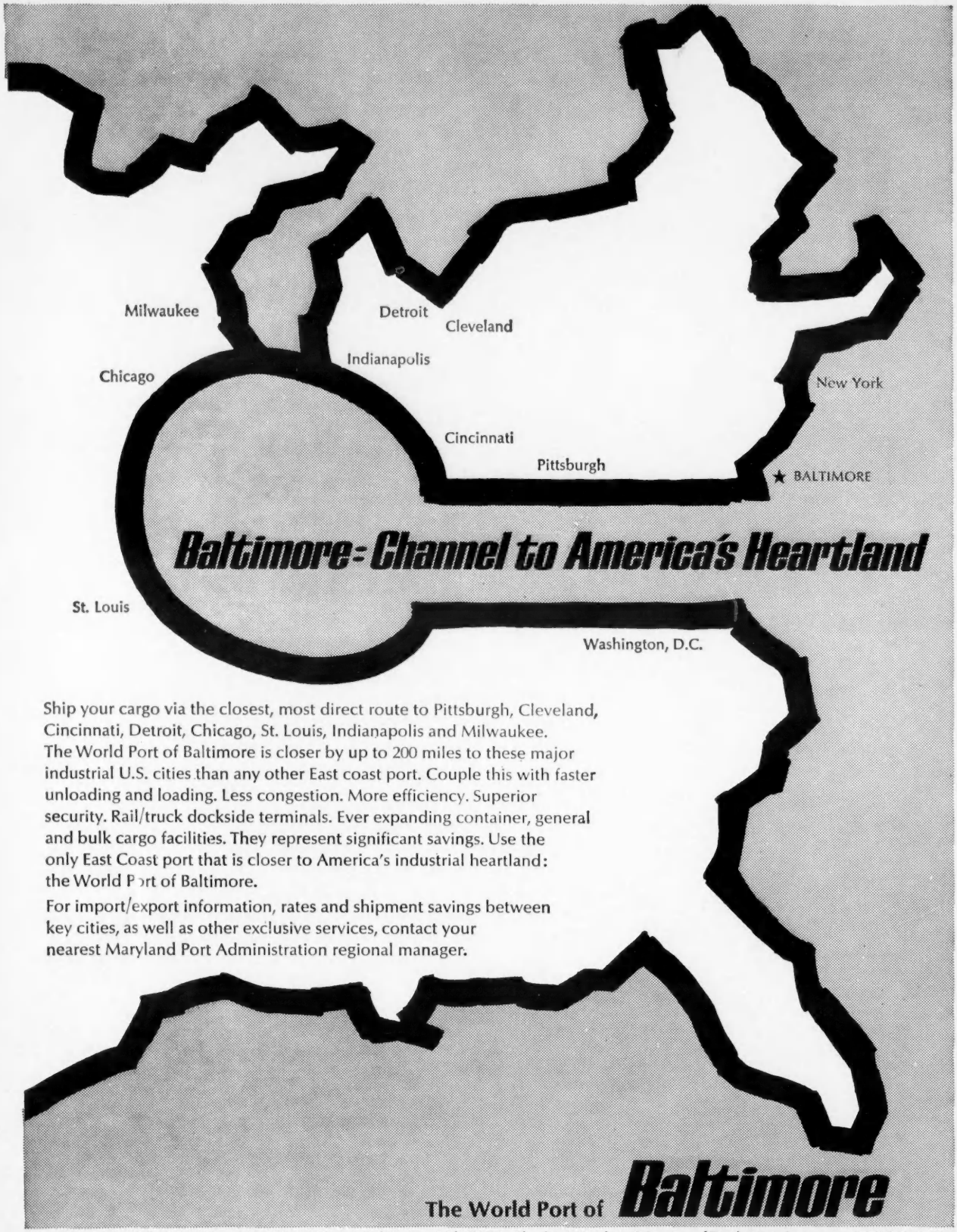
Middle East markets: Lebanon—gateway to the Middle East

France as a market for consumer goods

British construction work overseas 1970-1971

British Week in San Francisco

British commercial representation abroad



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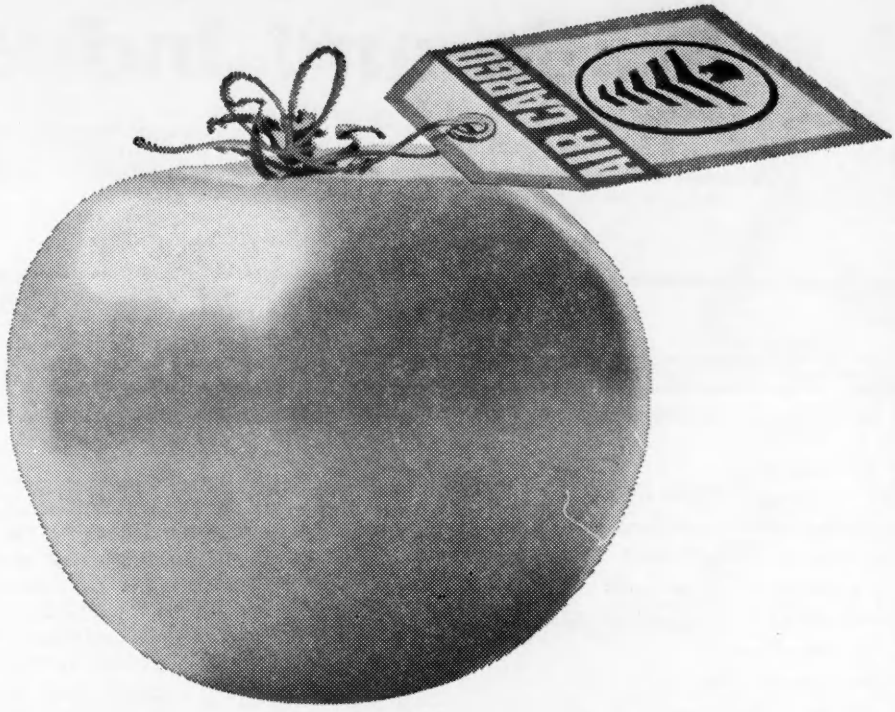

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Lebanon—gateway to the Middle East market

by N. G. S. Beckett, First Secretary (Commercial), British Embassy, Beirut

Beirut, the capital of the Lebanon, is a thriving modern city of some 600,000 inhabitants. It has skyscraper office blocks, luxury hotels and four universities. (Picture, courtesy of the Lebanese Tourist Council.)

THE Lebanon, a small country on the Eastern shores of the Mediterranean, is the gateway to a Middle Eastern market worth billions of pounds. Lebanon itself has a population of 2½ millions of which about one-third live in the capital Beirut. Like the ancient Phoenecians, from whom they are descended, the Lebanese have a well-established reputation as traders. Two-thirds of the Lebanon's national income is accounted for by services, and one-third represents trading activities alone.

Beirut's strategic location makes it a focal point for trade with the Levant and the hinterland. It is also a sort of showcase of the Middle East and a permanent exhibition-cum-trade fair. An important aspect of the market is the large number of visitors from other Arab countries who make purchases in the Lebanon while over for holidays or business purposes. The Lebanon's free enterprise economy, good air communications, absence of exchange control and comprehensive banking and commercial services make it a popular area headquarters for many foreign firms. Over 100 British firms are established in Beirut, including about 70 regional offices covering the whole of the Middle East, and in general mainly active outside the Lebanon.

The Lebanon experienced an economic boom for about 10 years up to 1966, when the collapse of the Intra Bank and the Arab-Israeli war in the following year caused a setback to business confidence. After much political instability in the following years the Lebanese economy has been recovering its balance and, since the inauguration of President Suleiman Franjieh in the autumn of 1970, confidence has steadily returned. Total imports in 1970 were L.L. 2,153 million (approximately £300 million), well above the 1966 level. This figure is exclusive of the substantial transit trade (L.L. 1,272 million) and imports into the Free Zones at Beirut and Tripoli (1,039,500 metric tons) in 1970. There is some overlap between these last two figures). Traffic through the Port of Beirut in 1970 was over 3 million tons or one-third greater than in 1966, while receipts from tourism were also considerably higher. It is true that the closure of the Suez Canal has diverted to the Lebanon a lot of traffic which formerly went via the Canal. Beirut International Airport has also steadily grown in importance and now handles over 1½ million passengers and 60,000 tons of cargo annually.

In March this year the Government announced that a five-year development plan was being prepared. In the Lebanon the private sector is traditionally much more important than the public sector and nothing in the nature of a comprehensive economic development plan is likely to emerge. However the Government programme should incorporate a list of priorities for the most desirable projects on which public expenditure is envisaged. The projects listed

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A Redifon flight simulator being outloaded from an RAF transport aircraft at Beirut International Airport.

in the announcement are as follows, roughly in order of priority:

Strengthening of defence and internal security forces.
Construction and modernisation of hospitals.
Building of primary, secondary and technical schools and extension of the Lebanese University.
Extension of irrigation and water supply.
Radio broadcasting.
Mechanisation of agriculture and processing of agricultural products.
Setting up of co-operatives.
Building of a new fruit and vegetable market in Beirut.
Setting up of a Development Bank for industry and tourism.
Enlargement of Beirut Port silos.
Strengthening of statistical services.
Construction of a third oil refinery.
Road and communications projects.
Extension of the automatic telephone network.

It is at present intended to allocate L.L. 200 million to the defence project, and the Government is considering possible arms purchases under this heading. It is understood that a minimum of L.L. 60 million is likely to be spent on hospitals, and schools will also enjoy priority.

A further L.L. 175 million has been earmarked for various road and building works, including sections of the coastal motorway Beirut-Tripoli and Beirut-Sidon. Most of these works are likely to be given to local contractors, although co-operation with foreign contractors is not to be excluded. The third refinery listed, is to be financed by Saudi Arabia and a feasibility study will first be made by an American firm of consultants. Another project worth mentioning is the proposed expansion of the Port of Beirut to eliminate the recurrent congestion there. This will involve the construction of a fourth and fifth basin, possibly including a container terminal, although the latter is only conjectural at present.

Hitherto, public projects have been rather slow in getting off the ground and they have been rather small compared to those in the larger countries surrounding the Lebanon, and have tended to be carried out piecemeal. However, with continued prosperity it should be possible for much needed works to proceed more rapidly, and some increase in the funds available for development may result from the recent oil agreements in the Middle East.

The overwhelming volume of trade, however, including British exports to the Lebanon, is in private hands. The trade statistics appended at the end of this article show that there is a lively trade in almost every type of capital and

Part of a display of British food at Spinney's Centre, a large department store in Beirut

consumer goods, destined either for the Lebanese market or for on-shipment or re-sale to countries of the hinterland. The following are brief notes on some of the goods for which there is a market in Lebanon.

Electrical goods. There are a large number of small businesses in the Lebanon and British firms have found a useful and regular market for such items as generating sets, commercial and public lighting equipment and electric wire and cable (despite strong German and local competition). Total imports of electrical goods to the Lebanese market in 1970 amounted to L.L. 80 million (over £10 million).

Equipment for oil refineries. There are two oil refineries in the Lebanon at present—that of the partly-British Iraq Petroleum Company at Tripoli and that of the American-owned Mediterranean Refining Company near Sidon—and they are from time to time in the market for various items of industrial equipment. The proposed third refinery mentioned earlier in this article will eventually call for more substantial supplies of equipment and materials.

Aviation supplies. There is from time to time a market for a variety of materials and equipment required for Beirut International Airport or by Middle East Airlines and Trans-Mediterranean Airways, leading passenger and freight carriers respectively in the Middle East.

Power plant, contractors' plant and agricultural machinery. Diesel engined vehicles are not allowed on the Lebanese roads, although there is a potential market for diesel engines for industry, agriculture and marine craft. However, it is possible to obtain valuable business in Beirut for sales to other countries such as Saudi Arabia, Libya, Syria and Egypt. This applies also to **contractor's plant, pumps** and **electric motors.** Beirut is also a possible market for the sale of **supplies** of all kinds **for the building industry**—constructional steel, cement products, paints, tiles, timber, etc.—also with an eye to the surrounding markets. There are a large number of leading contractors and competent consulting engineers in Beirut who are very active, particularly in Saudi Arabia and the Gulf. British-made agricultural tractors have the lion's share of the Lebanese market.

In the **chemicals** field there are continuing markets for agricultural chemicals (although there is a protected local fertiliser industry), plastic raw materials, disinfectants, and industrial chemicals generally, etc. Imports of chemicals in 1970 totalled L.L. 144 million, exclusive of shipments in transit to other countries. This figure includes L.L. 52 million worth of **pharmaceutical products**, of which L.L.8.71 million (approximately £1.1 million) was from Britain.

Educational equipment, including audio-visual teaching aids, is another item for which there should be a developing market as the government's plans mature. For the more routine items such as school stationery, however, there is strong competition from Japan and other countries.

There is a good market for **motor vehicles** in Beirut and British cars have sold quite well hitherto, although their sales are exceeded by American, French, Italian, German and Japanese models. Price competition is becoming increasingly severe and delivery problems are also a handicap. Total car registrations in 1970 were 9,581 of which 716 were British.

Opportunities for the sale of **hospital furniture and equipment, medical and laboratory instruments,** etc will arise when the hospitals programme referred to above gets into its stride. This programme includes both the building of new public hospitals and clinics throughout the country and the modernisation of existing hospitals. Apart from the above, there is a market for similar items with the private hospitals, which are at present more numerous and better endowed than those in the public sector.

There is a lively import market for **alcoholic beverages** in Lebanon, with its large and affluent middle class and its substantial tourist traffic. Shipments of Scotch whisky to Lebanon have steadily increased over past years, and in the first five months of 1971 reached 106,000 proof gallons as compared with 65,800 proof gallons for the same period of 1970. (These figures however include some shipments intended for the hinterland countries.) British gin and beer are also sold in the Lebanon, and there is a tendency to set up British style 'pubs' in Beirut. Some brands of British cigarettes sell well in the Lebanon.

(continued on next page)

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LEBANON
continued

British **toys and games,** especially for educational purposes, are becoming increasingly popular.

In the field of **textiles** there is a steady demand for man-made fibres and the local synthetic fabric industry is developing fast, but there is also a very good market for imported fabrics of man-made fibres and 'mixtures' both for retail sale and for sale to the clothing factories. British woollen piece goods are still first in the market but are encountering increased competition. The Lebanese clothing industry is steadily developing and can meet the demand for cheaper clothing but imported clothing, particularly for women and children, sells well to the sophisticated Beirut public. British ladies' outerwear is now prominently featured in the leading stores, whereas France and Italy formerly enjoyed a semi-monopoly. Some credit for this must be given to the British Clothing Exhibition and Fashion Show held in Beirut in September 1968.

The Lebanese Government is anxious to attract foreign investment and the Lebanon is included in the UNIDO's plans for the stimulating of investment in developing countries. Among the advantages of the Lebanon from this point of view are its freedom from exchange control, its traditional good treatment of foreign firms and the possibility of free zone treatment for new industries. Both for manufacturers and merchanting firms, the facilities of the free zone of Beirut port are worth considering. Goods may be imported into the free zone without payment of customs duty and stored there at a moderate charge until cleared on to the Lebanese market or exported elsewhere. Apart from the public warehouses, many firms have their own warehouses in the free zone.

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Lebanese trade statistics (in millions of Lebanese pounds*)

Total foreign trade, 1968-1970

	Imports	*Exports*
1968	1,881	510
1969	1,905	554
1970	2,153	650

Principal suppliers, 1970

(excluding shipments of gold and coins)

USA	211
West Germany	186
France	147
Italy	141
UK	130
Iraq	91
Japan	82
Syria	75

Principal Customers, 1970

Saudi Arabia	125
Kuwait	80
Syria	43
Iraq	37
Jordan	37
Libya	35
USA	24

Principal imports into the Lebanon, 1970

Livestock and animal products	126
Vegetable products	224
Animal and vegetable oils and fats	12.5
Food, drinks and tobacco	92.5
Minerals	127
Chemicals, pharmaceuticals, etc.	144
Plastics and rubber	52
Furs, skins, leather and leather goods	31
Wood and cork products	36
Paper and pulp	70
Textile raw materials and manufactures	210
Footwear, umbrellas, artificial flowers, etc.	3.5
Pottery, glass, stonework, etc.	26
Jewellery, precious metals and coinage	423
Base metals and manufactures of same	174
Machinery and apparatus (including electrical)	225.5
Transport equipment (ships, aircraft, motor vehicles)	121.5
Instruments (optical, photographic, scientific, medical, musical, clocks and watches, sound recording apparatus)	28
Arms and ammunition	3.5
Antiques and objets d'art	1
Miscellaneous goods, n.e.s.	22
	2,153

*Rate of exchange approx. L.L. 7.39 = £1.

Air mail for export correspondence

All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 12p. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Mr. K. T. McKeon to be a member of the North Thames Gas Consultative Council.

Councillor Mrs. F. E. Mortimer, of Swindon, and Councillor S. Wilbraham, of Plymouth, to the South Western Gas Consultative Council.

Mr. W. C. R. Stoneham to be re-appointed as a part-time member of the South Eastern Electricity Board and Mr. A. D. Hopkins as a part-time member of the Southern Electricity Board.

Alderman W. G. K. Griffiths, of Dudley, Worcs, to be a member of the West Midlands Gas Consultative Council.

Export Marketing Research Adviser appointed to DTI

MR. Terry Coram has been appointed Export Marketing Research Adviser to the Department of Trade and Industry with effect from September 1, 1971. He succeeds Mr. Robin Sen, Export Marketing Research Controller from the introduction of the Government's Export Marketing Research Scheme in July 1969 and thereafter part-time Export Marketing Research Adviser until Mr. Coram's appointment.

Mr. Coram like his predecessor is a professional marketing research consultant who will carry out the same duties under the Export Marketing Research Scheme and in addition will act as general adviser to the Department on export marketing research.

Full details of the Export Marketing Research Scheme, the purpose of which is to encourage the greater use by British exporters of deeper research into overseas markets, were published in *Trade and Industry* on May 12.

Mr. Coram, BA, MSc(Econ), ACIS, MIntM, has had extensive experience both of commissioning export marketing research and as a marketing research consultant. He has lectured on marketing at a business school and has published books on marketing and marketing research case studies and on industrial marketing.

Exporters seeking advice about export marketing research or wishing to submit a project for consideration under the Export Marketing Research Scheme should contact Mr. T. C. Coram at the Export Services Division of the Department of Trade and Industry, Room E44, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 7263, Telex 886143, Answer back DTIEXPORT LDN).

Export procedure courses in Scotland

TRAINING courses in export office procedure, organised jointly by the Industrial Training Board and the Department of Employment, with the support of the DTI, are available in Scotland.

These courses were fully described in the May 26 issue of *Trade and Industry*. They have two main objectives—to enable students to gain experience in the office procedures and documentation associated with exporting, and to show them how to pass on in the most effective way the knowledge acquired. The syllabus is based on the assumption that the majority of students will have some knowledge of clerical work but not necessarily a knowledge of exporting techniques, and covers such subjects as export sales office functions, documentation, bills of lading, bills of exchange, documentary letters of credit and air freight.

The course, which is non-residential and costs £28 per student (this covers tuition only), runs from Monday to Friday. The Department of Employment in Edinburgh have arranged the following course for the remainder of this year:

October 11: Hillington Industrial Estate, Glasgow.
November 15: Stuart House, Semple Street, Edinburgh.
December 6: Royal Exchange Buildings, Panmure Street, Dundee.

In addition to these, one course per month will be provided from January to June 1972 on the following dates: January 17, February 14, March 20, April 17, May 15, and June 12.

The venues for these courses have still to be decided and will be announced later.

For further information contact: Miss C. A. Smith, Department of Employment, Stuart House, Semple Street, Edinburgh, EH3 8YX (telephone 031-229 2433 ext 362).

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade (fourth from right), with a party of newspaper proprietors and editors from Kuwait. They arrived in London recently, their visit being sponsored by the Foreign and Commonwealth Office and arranged by the Central Office of Information.

The BNEC Committee for Middle East Trade held a reception in honour of the visitors. Mr. Grant will make an official visit to Kuwait for the British Shopping Week, which begins on October 10.

Proposed pipeline from Anglesey to Stanlow

MR. John Davies, Secretary of State for Trade and Industry, has agreed that Shell UK Ltd. may advertise a proposal to construct a 36 inch diameter pipeline about 78 miles long to convey crude oil from Rhosgoch, Anglesey, to the company's refinery at Stanlow, Cheshire.

The pipeline forms an essential part of the scheme to supply crude oil to Stanlow from proposed single-buoy moorings off Amlwch, Anglesey. The moorings and the submarine pipelines connecting them to Amlwch are the subject of a Private Bill on which the Select Committee of the House of Lords has reported favourably. The workers at Amlwch and the tank farm at Rhosgoch (from which the pipeline originates) are the subject of an application for outline planning permission under the Town and Country Planning Act 1962, and an inquiry to consider the application was held on October

Advertising the pipeline proposal gives an opportunity for objections to be lodged and later to be heard, if necessary, at a public inquiry held under the Pipe-lines Act 1962.

Metrication conference on engineering

'GOING Metric—Engineering' the third in the Metrication Board's series of national conferences, will be opened by Mr. John Davies, Secretary of State for Trade and Industry, in London on November 2. The conference will last two days.

The conference chairman will be Mr. E. F. Knight, managing director of W. E. Booton Ltd., a company in the Courtaulds Group. Mr. Knight is a member of the Metrication Board and chairman of its Steering Committee for the Engineering Industries.

Progress in metricating key items in engineering will be examined. Sessions will be devoted to: machine tools, semi-finished materials, electrical rotating machines and accessories, transmission components and accessories, threaded fasteners, pipework systems, cables and wires, and measuring equipment. Representatives of manufacturers, stockholders and users will outline their experience to date and their future plans.

The conference will be of particular value to medium and smaller size firms in giving an authoritative and up-to-date picture of the progresss of metrication in the engineering industries.

The conference will be held at the Mayfair Theatre, Berkeley Street, London W1, on November 2 and 3, starting at 0930 each day. It is being organised on behalf of the Metrication Board by Conference Productions Ltd. and applications for registration should be made to them at 2 Trevor Street, London SW7.

Reports on the two earlier conferences which were held in July, 'Going Metric—Industrial Materials' and 'Going Metric—Building and Civil Engineering' are available free from the Metrication Board. Full sets of papers can be bought from the Board, price £4 per set for each conference.

France as a market for consumer goods

Prepared by the British Embassy in Paris

FRENCH taste is not limited to haute couture. The French consumer is discerning, hard-headed and increasingly well off. Income tax in France being lower than in the UK and pay scales as high or higher, the average Frenchman has relatively more take-home pay than his British counterpart to save or spend. The French gross domestic product is already higher than the British. In 1969 it was the equivalent of £1,155 per head, while private consumption was the equivalent of £700 per head. Although the cost of living has been moving up during the last 18 months at an annual rate of about 5 per cent, consumer spending has also gone up since the autumn of 1970 and is being maintained at a relatively high level. Between 1959 and 1968 consumer spending had doubled. And French imports of consumer goods have increased in value during the last five years as follows:

	Frs. million
1966	18,950
1967	19,365
1968	22,062
1969	29,303
1970	32,472

The UK share of the French consumer market however has remained at less than 5 per cent. This has been due to a number of factors, one of which has undoubtedly been the external customs tariff. The average tariff at about 10 per cent is not inordinately high. This however is only a rough guide to its effect in keeping imports down. The rates rising above the average are more significant, and here the external tariff has borne more heavily on British exports that might otherwise have shown more rapid growth; for example, the knitwear tariff is 19 per cent, other textiles 17 per cent, foodstuffs 16 per cent. Value added tax (TVA) furthermore is calculated on the duty-paid value of imports. The standard French rate of TVA is 23 per cent, with luxury rate at 33.3 per cent.

A further factor has been the difference in taste and design. Although French taste remains in general more traditional than British, the French consumer is more design conscious than his British counterpart and demands that a product should look elegant as well as be useful. An exhibition of modern British design held at the Louvre in Paris in April-May 1971 aroused considerable interest, particularly amongst buyers. This has provided an opening for the promotion of contemporary British products, for which a demand has certainly been created.

Despite these various obstacles many British firms are already doing well in France. There is considerable scope for expansion, particularly if and when the common external tariff starts to come down. If the UK joins the European Communities, the first tariff cuts would fall due to be made in April 1973. Changes in the French retail scene over the last few years should prove more helpful than otherwise. The most significant development has been the growth of super- and hypher-market chains. Their growth has been largely at the expense of the traditional small shopkeepers. At the same time there has been an increase in the number of co-operative and joint buying organisations. These developments are having the effect not only of standardising products but of reducing their price at the retail outlet. So far however the proportion of British goods in the chain stores has been relatively low.

A number of aids are available to the British manufacturer wishing to enter or expand his sales in the French market. In the first place, Paris is an exhibition centre of international repute and there are many trade fairs in the consumer goods field taking place throughout the year. A list of selected goods covered by such fairs appears at the end of the article. These fairs provide the opportunity to test the market for a product.

This article is part of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The first of two articles on the Netherlands will be next in the series.

Firms can also meet potential agents and discuss sales possibilities directly. Fairs and Promotions Branch of the DTI offer Joint Venture terms at some 12 selected exhibitions.

British manufacturers can benefit from store promotions. Many French department and chain stores are willing to stage such promotions, both in Paris and in the provinces. These normally last one to two weeks and show a wide range of British consumer goods. They are accompanied by display and publicity material provided by the British official services. One store group has said that as a result of organising two such British promotions they are now importing more goods from the UK than from any other country. The stores are naturally particularly attracted by new and well designed lines that they can add to their existing ones.

The French store chains are themselves aware of developments in the UK and two of them already maintain buying offices in London, namely Brook Merchandising Co. Ltd., 48 Brook Street, London W1, which buys for Au Bon Marché; and Portman Ltd., 40 Duke Street, London W1, which buys for the SAPAC group (Au Printemps, Prinsunic, Louvre). Contacts with these offices may result in opportunities for exporters.

Mention has already been made of differences between French and British taste. Any exporter new to the market is advised to study French requirements before committing himself. This can be done either by personal investigation by the exporter, or by engaging professional market researchers. If the latter is preferred, the Export Marketing Research Section of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (telephone 01-248 5757, extension 7263) is equipped to give advice. Under the Export Marketing Research Scheme financial support for commissioning overseas marketing research is available in approved cases (details of this scheme were published on page 279 in *Trade and Industry* on May 12, 1971, and can be obtained from the above address).

Particular growth sectors where British goods can do well include the following.

Clothing

British exports increased from £8.8 million in 1968 to £11.8 million in 1970, and there is continuing demand for medium-price, good quality clothing for men and women. The British manufacturer needs to suit his product to French taste in design, colour and packaging. Attention to these points in planning for the French market undoubtedly pays dividends. French importers are fully conscious of the price advantages which will exist if and when the tariffs come down. At least one big group is already talking in terms of importing 90 per cent of its men's knitwear from the UK.

Leather clothing and accessories do well in France. One of the major events for exhibiting and selling is the International Leather Week Exhibition in Paris, which takes place annually in September. British manufacturers are already well known here.

To promote contacts between British manufacturers and French buyers, the British Hosiery and Knitwear Export

Group, with the Embassy's aid, are organising a mission of some 18 top French buyers to visit London in November 1971.

Furniture

British sales of furniture in France total about £2 million a year. Hitherto this has been almost entirely reproduction furniture, which reflects the French taste for the traditional. Now however there are signs of an increasing demand for modern designs and shapes which suit better the new apartment blocks going up all over the country. The contemporary British furniture shown at the Design Exhibition in the Spring of 1971 attracted considerable attention. Although the demand for reproduction furniture is likely to continue, the growth sector in the immediate future will be that for the ultra modern. There is competition both from French and other foreign manufacturers, but the challenge of the demand is there.

Motor cycles and special clothing

The number of motor cycles on the French roads has increased greatly in recent years. Many of the models to be seen are Japanese, which entered the market about five years ago at a time when British makes still predominated. French production is not large. The British share of the market is now increasing again after having lost ground to the Japanese. One major British manufacturer has set up a subsidiary company in France and there is scope for raising the British share still further. (More detailed information is available in a recent report on the French market for motor cycles prepared by the Embassy and available from the General Export Service Branch of the Department of Trade and Industry, Room DO9, Export House, 50 Ludgate Hill, London EC4M 7HU (telephone 01-248 5757 extension 207.)

The demand for special clothing and accessories goes with that for the machines. Virtually all accessories, such as special handlebars, cowlings, plastic petrol tanks, etc have to be imported and the UK has traditionally a large share in the supply. British clothing, safety helmets, boots, etc are also popular.

Motor cars and accessories

France has the largest number of cars per head in Europe, with new registrations exceeding 1.35 million per annum. Of these foreign cars account for between 20 and 25 per cent. Although outnumbered by German and Italian models, British cars are popular in France and there is no difficulty in selling them. The problem is rather one of demand at present outrunning supply. Car accessories have not hitherto sold well in France, but there has been a change recently. This is due partly to the individualistic streak in the French car owner, which prompts him to 'personalise' his otherwise standard model; and partly to the larger number of good, cheap second-hand cars available which the new owner wishes to improve. It is significant that many of the large stores have now introduced car accessory departments. Service station boutiques are also spreading and stock various lines of British accessories.

Foodstuffs

The French used not to think of Britain as a food exporter. But in 1970 our exports of food and live animals to France were worth £15 million, representing 6 per cent of our total exports of food and live animals and 4.4 per cent of our total exports to France; and a significant rise can be expected with the lowering of tariff barriers. British biscuits, sweets, jams, marmalades, cakes have been selling well for years, but many other kinds of British products, such as convenience foods, also have strong possibilities. The British Food Export Group has investigated the French market and, in conjunction with the official commercial services, organises a very successful British stand at the biennial International Food Exhibition (SIAL) in Paris.

Tea sales are increasing. Whisky continues to be exported to France at the high annual level of about £7.5 million. British style beer is also increasing in popularity, and the British pub, adapted to meet French requirements, is very much à la mode in Paris and northern France.

A recent survey has shown that the process of reorganising the food industry into larger units has gone much further in the UK than in France. For example, the number of firms whose turnover exceeded Frs. 1,000 million or equivalent in 1970 breaks down as follows:

in Britain	30
in France	6
in France and the rest of the EEC	20

Sixty-three large British firms control 80 per cent of the British food market. So far only about 20 have been active overseas to the extent of realising more than 5 per cent of their turnover outside Britain: of these 11 are active in France. Efficient British food manufacturers should do well in a rapidly expanding French market.

British exports of shellfish continue to increase steadily. In 1970 some four million oysters were exported to France, both for breeding and for consumption. There is also a demand for prawns, crayfish, mussels, scallops and lobsters. The British shellfish industry is already export conscious. There is even further scope for it in the French market, provided always that supplies can be maintained.

Horticultural equipment and garden tools

This is an area which has been generally neglected by British manufacturers. In the past, the average Frenchman did not spend anything like as much time or money on gardening as his English counterpart, but the last few years have seen a great change.

Large store groups, such as Nouvelles Galeries, have found it worth their while to set up big, out-of-town Garden Centres selling various kinds of plants and all the tools needed to look after them. Nouvelles Galeries now have 14 such centres, the first of which was opened in 1968. As many as 160 garden centres have been opened in France during the last 10 years, and there are plans for 30 more. Sales in the average garden centre can be broken down approximately as follows:

	Per cent
Mowers	28
Motor cultivators	11
Hand tools	9.5
Plant pots	7.10
Spraying equipment	6.90
Fencing	3.20
Fertiliser	3.80
Protective covers	2.20

The most successful garden centres are in the east of France; perhaps surprisingly, the south of France seems to be the least rewarding.

The more specialised garden tools, such as mechanical hedge-cutters and flex equipment, have been finding a ready market. Other promising items of equipment include: hand and motor mowers, insecticide sprayers, aerators and lawn sprinklers. The average distributor's mark-up is 28-30 per cent. Sales of ordinary hand-operated tools are at present held down mainly by the

(*continued on next page*)

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FRANCE AS A MARKET FOR CONSUMER GOODS
continued

tariff barrier. But British hand tools have an excellent reputation for quality, and sales can be expected to rise as and when reductions in the tariffs take effect.

Competition in the garden furniture market is very stiff from local firms (Grosfillex supplies 90 per cent of the market). Transport is costly, and together with tariffs, prices British furniture out of the market.

Domestic electrical equipment

The demand for this type of equipment has risen with the rise in French living standards. The French householder has discovered the attraction of labour-saving devices and gadgets generally. These range from kitchen equipment to high fidelity and stereo record players. At the same time competition from French firms such as Moulinex in the kitchen equipment field is fierce, and for radios, refrigerators, record players, etc it is formidable from the manufacturers of other EEC countries.

At present British products are hampered by the tariff (12-15 per cent according to the product) which reduces their competitiveness. But any lowering of tariff barriers should open up greater opportunities, particularly for the latest and most sophisticated models. Advanced design will also play a big part in selling the product.

Toys

The French toy industry is not nearly as highly developed as its UK counterpart. British toys of the Corgi and Matchbox variety are to be found all over France. Indeed any type of model car sells well. There is of course competition from other EEC producers, but the market is large and the scope for expanding British sales considerable. Some of the greatest opportunities would seem to lie in the field of educational toys and games, remembering naturally that the language is French.

China, porcelain, glassware

In spite of a flourishing ceramics industry centred on Limoges, France imports considerable quantities, and British products are in demand. These range from top quality Wedgwood, Royal Worcester, Minton, Royal Doulton, to 'pop-art' mugs. The last have proved one of the best-selling lines at recent store promotions. And contemporary designs in British china and glass attracted much attention at the Design Exhibition in Paris in the spring of 1971.

French taste prefers either the traditional and classical or else the ultra modern. The latter is on the increase. The simple 'Scandinavian' style, well established in Britain, does not enjoy the same popularity in France.

Conclusions

With consumer goods there are few items which cannot be sold provided they are presented in the right way at an attractive price. This article has indicated some of the sectors in France that seem most promising for the immediate future and some of the opportunities that exist for enterprising British exporters. The French consumer is demanding and it is necessary to study his particular needs. It must also be remembered that the French importer or buyer has a strong preference for doing business in his own language. For those exporters however who are prepared to take the market seriously and meet its requirements the rewards can be good. The freer interchange of goods within Europe realised in more than a decade of membership of the Common Market is breaking down the traditional conservatism of French tastes. French people are now much more open to the adoption of non-French elements in their own style of living—and the British way of life is held in high regard.

A selection of consumer goods covered by Trade Fairs in France

- Jewellery, clocks, giftware
- Records and music (at Cannes)
- Carpets and floorcoverings
- Furniture
- Menswear
- Knitwear
- Agriculture
- China, glassware ceramics
- Fur
- Women's ready-to-wear clothing
- Chocolate, biscuit and confectionery
- Leather
- Food
- Handtools
- Camping, leisure goods
- Boats
- Toys and games
- Lingerie
- Children's clothing

EEC/EFTA Information Unit at DTI

THE EFTA Information Centre at the Department of Trade and Industry has now been expanded into the EEC/EFTA Information Unit.

EEC Information: The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter.

EFTA Information: The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries Ext. 3579 or 2479, EFTA Inquiries Ext. 2480 or 2479.

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Mr. John Davies and Mr. Campbell meet STUC delegation

MR. John Davies, Secretary of State for Trade and Industry, and Mr. Gordon Campbell, Secretary of State for Scotland, met representatives of the STUC in London on September 29 for a full discussion about unemployment in Scotland and the future of shipbuilding on the Upper Clyde.

The STUC had given Mr. Davies a copy of the interim report to the STUC by the Committee of Enquiry on Upper Clyde Shipbuilders which he undertook would be studied at the highest level.

Mr. Davies emphasised that it would be a tragedy if because of non co-operation by representatives of the work force, the new Govan/Linthouse operation did not get off the ground. Every day without discussion made the situation the more precarious. He warned, too, of evidence of the increased concern of ship-owners involved.

On the general situation in Scotland, Mr. Davies and Mr. Campbell assured the STUC that the Government were deeply concerned about the high level of unemployment in West Central Scotland. This was why they had made the whole area a Special Development Area last February, giving it a powerful range of special incentives to encourage industrial expansion. Some of the constructive suggestions made by the STUC had already been acted upon. Others including the Clydeside Development Authority were of a longer-term nature and he would continue to study them.

Mr. Davies pointed out that special regional incentives, however substantial, could not solve the unemployment problem. Real progress depended on a buoyant national economy. The Government had played its part with a succession of measures to stimulate demand and investment. These measures were on a scale that was without parallel for many years.

Both Mr. Davies and Mr. Campbell emphasised that it was totally untrue that the Government was indifferent to the unemployment problem or that it was part of Government economic strategy to maintain unemployment at high levels. The present situation reflected deep-seated problems, especially the poor level of industrial investment over recent years, and the Government had taken substantial steps to restore growth both nationally and in Scotland.

On steel, Mr. Davies reminded the STUC that the British Steel Corporation's long-term investment plans were still under review. He emphasised that he had not yet received proposals on this subject. Nor were they in any way connected, as had been suggested, with the debate on the Common Market.

Both the Government and the BSC were well aware of the concern in Scotland over the future of the Scottish steel industry and steel investment.

Factsheets on Britain and Europe: Regional Policy

THE twelfth in the series of Government Factsheets on Britain and Europe, which is now available free of charge at post offices, deals with the question of Regional Development in the Common Market countries and how Britain's own policies would be affected if she were to join.

This Factsheet should be of particular interest to those who live and work in Britain's development areas and are concerned about employment opportunities and the pull to the South-East.

New EFTA publications

THE EFTA Secretariat has published the proceedings of the EFTA Seminar on 'The safety aspects involved in the packaging and labelling of pharmaceutical products', held in Geneva in April 1971.

The seminar was organised by the EFTA Working Party on Pharmaceutical Inspections, one of its objectives being to promote the smooth operation of the 'Convention for the mutual recognition of inspections in respect of the manufacture of pharmaceutical products', which came into force on May 27, 1971. This was one of a number of EFTA agreements for the mutual recognition of inspections aimed at eliminating technical barriers to trade. As these agreements do not derive from any particular Article of the Stockholm Convention they operate internationally like any other general international convention on their own merit and are open to the membership of other countries with comparable inspection systems.

Pictured at the official opening by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, of the new Kado Ltd. factory at Thornaby-on-Tees are: (left to right): Mr. Ridley, Mr. Smith, chairman, Kado, Sir Sadler Forster, lately chairman of the English Industrial Corporation, and Mr. P. Smith, Kado's managing director. At their Thornaby-on-Tees factory Kado Ltd. manufacture carbon papers, ink ribbons and teleprinter rolls.

The seminar was an opportunity for health inspectors, pharmaceutical manufacturers and representatives of related industries from many countries to discuss the problems they have in common and their techniques for solving them. Nearly a quarter of the 120 participants came from EEC countries and there were speakers from Canada, France, Germany and Italy as well as the EFTA countries.

The 172 page publication of the proceedings contains the full text of the papers with illustrations. A summary of the discussions following each session is also included.

'Public Procurement in EFTA'

The EFTA Secretariat has published a new edition of 'Public Procurement in EFTA' which replaced the loose-leaf edition issued in 1968.

This useful guide for British exporters lists for each EFTA country the public procurement agencies responsible for purchases of at least one million US dollars a year and gives information about the procedures in each country.

To help EFTA suppliers understand the general rules governing public purchasing in EFTA the publication includes the full text of Article 14 of the Stockholm Convention and its interpretation based on the agreement of the Ministerial Council reached at Lisbon in 1966.

EFTA publications are available free of charge from DTI's EEC/EFTA Information Unit, 1 Victoria Street, London SW1H 0ET. Tel. 01-222 7877. EFTA Inquiries, Ext. 2480/2479.

Decimal Board stands down

THE Decimal Currency Board, which was dissolved on September 30, held their final meeting on September 27 under the chairmanship of Lord Fiske.

The Board have submitted annual reports during the four and a half years of their existence, and at the meeting they approved a final report, covering the six months from April 1 to September 30, 1971, which will be presented to Parliament after the end of the Summer recess.

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'EEC membership would promote interests of coal industry'

—Sir John Eden

'ENTERING the Community would be an act promoting both the short- and long-term interests of our industry. British coal would have immediate access to the Community market and the National Coal Board are convinced that this would be very much in their favour,' said Sir John Eden, Minister for Industry addressing the Coal Industry Society of Wales at a meeting in Cardiff on September 30.

'Coal exports have always been important in the Welsh coal industry,' said the Minister and 'it is vital for general industrial competitiveness that energy needs are met as cheaply as possible. The energy scene is never static—take the emergence of new resources such as natural gas and nuclear power—and now of North Sea oil—so flexibility of approach is essential. It is neither possible nor desirable to produce a blueprint for policy in the energy sector.

'It is not surprising that the Six have not rushed headlong into formulating a common energy policy. The approach is cautious. Common action has so far been confined to essentials—a common external tariff on oil products and agreement on level of oil stocks. For us this is of course a great advantage—it means that we shall be in at the formative stage of future moves towards a real Community energy policy.

'We need not fear that joining the Community will prevent us from taking necessary action, to help a particular sector or region of the economy. The Six are themselves familiar with this sort of situation. Take for instance what has been done for the French and German coal industries, and the substantial amount of Community social help they have received. The help British governments have given to the National Coal Board to alleviate the social effects of rundown in the coal industry could easily be fitted into the Community system of assistance to the coal industry. On the positive side we can look to greater opportunities for our talents in energy technology from membership of a large economic group.

'A great deal of nonsense has been talked about the control of the British coal industry being handed over to Brussels or Luxembourg. The spectre of unlimited interference by nameless European bureaucrats has been raised. But most of this is based on plain ignorance of how the European Coal and Steel Community has actually developed and worked over the last 20 years. In fact the relationship between the National Coal Board and the Government would continue virtually unchanged. The Six have assured us that they do not intend to call in question either the size or the system of ownership of the National Coal Board or the British Steel Corporation. The incompatibilities so far as coal is concerned should involve only relatively minor changes in our legislation.

'Any statement that there had been no attempt to defend the short-term interests of Britain's coal industry was,' said the Minister, 'quite untrue; entering the Community would be an act promoting both the short- and long-term interests of our industry. British coal would have immediate access to the Community market and the National Coal Board are convinced that this would be very much in their favour. The chairman himself has publicly stated that membership would benefit the industry; he has not found the terms unsatisfactory. The former chairman, Lord Robens, has also stated his support in a trenchant article based on his long experience of coal in Britain and Europe. Undoubtedly the National Union of Mineworkers were too impetuous in opposing membership.

'The key feature of the European Coal and Steel Community is free trade in coal. It we join, the barriers at present operated against British coal by some Community members would be lifted, giving us the considerable potential of a large free market. The present Community imports very substantial amounts of coal from non-Community sources. Last year it was about 30 million tons, 15 per cent up on the year before. At present we export about 2½ million tons a year to the Community, so the Board already have a useful foothold. In recent years around two-fifths of NCB coal exports have come from the South Western Division, with the great bulk of these going to the Community. The European prospects are therefore good provided the Board can continue to produce at competitive prices.

'Of course, part of the *quid pro quo* is that Community coal would be able to move freely into this country, but there is nothing here for our own coal industry to fear. Since we lifted the restrictions on coal imports in the shortage situation of last winter imports have totalled only about 3 million tons; about half of this came from the Community. So there was no flood of imports from Europe—even when consumers were prepared to pay over the odds for imports to secure their supplies—and there is no reason to expect one after we join the Community.

'Entry into the Community offers the best prospects of achieving faster growth and of reducing regional disparities in prosperity and employment. First, the creation of a home market of some 300 million people will give our industries a much larger and more assured basis for expansion, and this should in turn generate more mobile projects which may be steered to the less prosperous regions as well as encouraging the growth of firms already established there.

'Second, and of equal importance, we should enter a Community which is firmly committed to promoting the harmonious development of all its regions. We are confident that we too shall be able to pursue positive and forward looking regional policies after entry. We should, moreover, be eligible to share in the benefits of the various Community institutions which are used for regional purposes. It is very relevant that, for example, the ECSC has retrained some 400,000 coal and steel workers and has lent about £400 million to coal and steel modernisation projects. In addition the European Investment Bank has loaned a further £400 million for regional development.'

Sir John Eden opens new strip mill at Fforestfach

'THE fact that many companies are quietly but resolutely going ahead with their plans for modernisation, technical innovation and expansion deserves more frequent recognition,' said Sir John Eden, Minister for Industry, on September 30, in Swansea after opening the new £2 million Signode Ltd. plant on the Fforestfach Estate.

'For over a quarter of a century Signode,' said Sir John Eden, 'has made a significant contribution to the prosperity of Swansea and South Wales and has given work to hundreds of people. It was with real pleasure that I was able to open your new strip mill this morning which, if proof is needed, is proof indeed of your company's intention to continue to make its contribution to the growth and development of the Welsh economy. I am delighted that a company with American parentage should be so satisfied with its investment in South Wales that it should decide to embark on an ambitious expansion scheme in Swansea. This is a tribute—the best kind of tribute—to the City and its people.

'The new mill is clear evidence that British industry is con-

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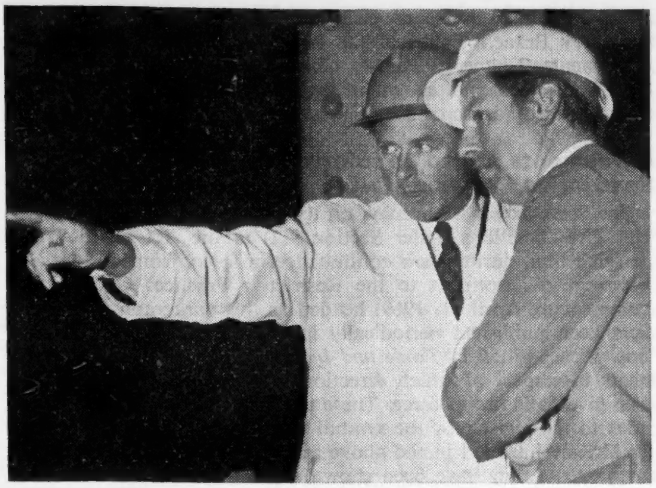

Picture on the left shows Sir John Eden, Minister for Industry (left), discussing the making of electric arc furnace steel with Mr. Derek Bray, general manager of the British Steel Corporation's Special Steels Division, Rotherham. In the right-hand picture he is seen (right) in Littleton Colliery, Birmingham, chatting with shearer driver Mr. Jack Routledge on Europe's steepest mechanised face. These visits were part of a week's tour of industry in the North, Midlands and South West. In Wales Sir John attended the opening ceremony of a new strip mill in Swansea, and addressed the Coal Industry Society of Wales in Cardiff. From there he went on to the opening of the new Wheal Jane Tin Mine near Truro, Cornwall, the first metalliferous mine to begin working in Britain for over 50 years.

tinuing to invest in the future. And it doesn't stop at that. I can give you another example on your doorstep—a new company which will become neighbours of Signode's. My Department has today allocated a vacant factory of 33,000 sq. ft. on the Fforestfach Industrial Estate to Consolidated Match (UK) Ltd., a subsidiary of a Swiss company. This will initially not be a large project but it has potential for growth. It also illustrates that hard judges on the continent of Europe have confidence in investment in Wales. There will be more.

'The future industrial prosperity of Wales will of course depend not only on the introduction of new firms such as Consolidated Match but on the growth of efficient existing firms. I am therefore particularly glad to be present on an occasion which marks the expansion of one such firm—Signode. Despite the changes in recent years, coalmining and the steel industry are still major employers in Wales. It is from plants in Wales that all of Britain's tinplate and most of its steel strip come. The work of revising and strengthening the structure of the Welsh economy from its traditional basis will go on. Of course this will bring changes in the pattern of employment and it is essential that it is accompanied by an accelerated rate of growth in the UK economy as a whole without continued inflation. The Government have already provided the stimulus—the biggest single boost that has ever been given to the economy in one year. This was designed to trigger-off a higher level of consumer-demand. Recent reports from Wales that major manufacturers of washing machines and of television receivers have been recruiting labour to enable production to meet demand illustrates that the stimulus is already working through the economy.

'The future will bring even greater challenges for industry than the past. We must therefore take full advantage of innovations in technology if industry is to play its full role in bringing improvements to the standards of work and living that we all desire. Wales is already well to the fore in the use of advanced technology. The new L D steel making plant at Port Talbot with its ore handling terminal is only one example. There are countless innovations in manufacturing industry. Industrial packaging and Signode's progress typify the far reaching improvements going on throughout British industry.

'Signode is a company with its eyes on the future—and on its future markets. It is planning for growth and it is the Government's firm conviction that that growth will best be secured by the United Kingdom's entry into the European Economic Community. I have no doubt that membership of the enlarged Community will provide real opportunity for increasing the prosperity and economic growth of the Principality. There are two reasons for this. First, we should be joining a Community which has recognised from its very inception that it can only prosper if the economic disparities between regions are reduced, a Community in which every Member accepts the importance of regional policies and pursues them vigorously. Secondly, but no less important, is the impetus that will be given to the national economy. We all know that, when the national economy is stagnant it is Wales and the other development areas which suffer most. The long-term potential of the creation of a single market of nearly 300 million people stretching from the Arctic circle to the south of Italy means that we should be able to reach and sustain much higher rates of growth than we have found possible in the past. The best answer to the problems of Wales is a buoyant British economy in which local firms are expanding and national firms have new projects which can be attracted to places in need of new employment.'

Minister for Industry attends opening of new Cornish tin mine

AT the opening of the first metalliferous mine to be opened in this country for over fifty years, the Wheal Jane Tin Mine at Baldhu near Truro, Sir John Eden, Minister for Industry said on October 1, that 'its output will give us increased security in the supply of essential raw materials for British industry—and by reducing the need for imports it will be of direct assistance to our balance of payments.

'I am sure that others will be encouraged by the success of this enterprise. It is common knowledge that Britain is a highly mineralised country, but we have still to prove our resources so that they can be used to the best advantage.

'I am glad to say that there has been considerable response to the scheme I recently announced to stimulate exploration. We have had more than 70 inquiries and applications have come in in respect of some 60 individual projects. It is less than three months since I introduced the new arrangements but already within the last few days we have said we would give the go-ahead, subject of course to the legislation, to well over 30 projects.

'As one would expect, the south west has not been slow to take advantage. I believe there are some 14 exploration projects currently under way in Devon and Cornwall: some of them have not yet applied, but I hope they will soon have done so.

'Of course, not all of these projects will succeed in finding deposits which can be economically worked and even when they do it will take some years before production can start. But there is good reason to think that we may be on the verge of a major revival of our most ancient industry.'

The Register of Restrictive Trading Agreements Restrictive Trade Practices Acts 1956 and 1968

—Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between July 1 and September 30, 1971 is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1971 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in *Trade and Industry* (page 12) on January 6, 1971.

Agreements referred to the Restrictive Practices Court

On April 10, 1959 there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, WC2A 1ST. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. Lists (commencing April 11, 1969) headed as this paragraph is headed, have been published periodically in the *Board of Trade Journal* (now incorporated in *Trade and Industry*) giving details of agreements in respect of which directions under that subsection have been given and are in force. These agreements are indicated in the index to the register by the symbol 'B', although these agreements are already included in the above mentioned list of additions and amendments they have been shown separately under this heading for the benefit of readers.

Inspection of the Register

The register may be inspected at a fee of 5p per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements
Chancery House, Chancery Lane, London, WC2A 1SP
9 Hope Street, Edinburgh, EH2 4EL
64 Chichester Street, Belfast, BT1 4JX.

An index to the Register one as published in *Trade and Industry*. and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

ADDITIONS AND AMENDMENTS TO THE REGISTER

Registered No. of Agreements	Commodity		
	A		
3197	Agricultural implements		*Add D 1/71*
3437	Animal feeding stuffs		*Add B 8/71*
3132	Automatic extinguishing equipment automatic intruder alarm equipment fire alarm equipment		*Add F 7/71*
	B		
	C		
3671	Cisterns		F 7/71
3107	Consumer goods. NE England		*Add D 12/70*
	D		
2267	Decorating material, England, Wales		*Delete F 6/65*
3149	Drilling rigs		*Add D 6/71*
	E		
3551	Electrical plant and equipment		*Add D 5/71*
3567	Electronic equipment		*Add B 8/71*
	F		
3622	Fish		*Add C 7/71*
3623	Fish		*Add C 7/71*
3692	Fish		
3117	Fish, NW Scotland		*Add E*
3685	Fish boxes, Edinburgh		
784	Flour, wheat	C 5/59	*Add B 8/71*
2825	Fuses		*Add D 9/71*
	G		
3099	Groceries and provisions, East Anglia		*Add B 8/71*

Registered No. of Agreements	Commodity		
	H		
3640	Heating and ventilating installation	E	
3664	Heating and ventilating installation	E	
3665	Heating and ventilating installation	E	
3668	Heating and ventilating installation	E	
3670	Heating and ventilating installation	E	
546	Heavy outer clothing	C 4/68	*Add B 8/71*
	L		
3163	Lace, Nottingham	F 5/70	*Add C 7/71*
422	Linen sewing threads		*Add F 7/71*
	M		
656	Magazines, periodicals	C 4/68, C 5/69	*Add C 3/71*
	N		
3590	Newspapers (Sunday)		*Add C 7/71*
	P		
1404	Paper boxes and cartons		*Add B 8/71*
1406	Paper boxes and cartons		*Add B 8/71*
3100	Phthalic anhydride		*Add B 8/71*
	R		
2570	Radio components, radio valves, cathode ray tubes, radio and television sets		*Add F 1/69*
3429	Railway signalling equipment		
	S		
3455	Shell boilers		
3690	Ships stores		
3074	Slag (blast furnace)		*Add E 4/70*
304	Steel tanks and vessels		*Add B 8/71*

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Registered No. of Agreements	Commodity		
	T		
3683	Telecommunication and electrical equipment		
	W		
393	Wool textile dyeing and/or finishing Yorkshire	C 5/60	*Delete F 4/60*

'D' AND 'F' AGREEMENTS

Registered No. of Agreements	Commodity	Area	D or F	Date
422	Linen sewing threads		F	July 1971
2570	Radio Components, radio valves cathode ray tubes, radio and television sets		F	Jan. 1969
2825	Fuses		D	Sept. 1971
3107	Consumer goods	NE England	D	Dec. 1970
3132	Automatic extinguishing equipment, automatic intruder alarm equipment fire alarm equipment		F	July 1971
3149	Drilling rigs		D	June 1971
3197	Agricultural Implements		D	Jan. 1971
3551	Electrical plant and equipment		D	May 1971
3671	Cisterns		F	July 1971

AGREEMENTS REFERRED TO THE RESTRICTIVE PRACTICES COURT

Registered No. of Agreements	Commodity
3579	Heating and ventilating installation*
3612	Heating and ventilating installation*
3640	Heating and ventilating installation
3660	Heating and ventilating installation

Note: * Proceedings have been initiated in Scotland in respect of agreements starred

AGREEMENTS NOT TO BE REFERRED TO THE RESTRICTIVE PRACTICES COURT

Registered No. of Agreements	Commodity
304	Steel tanks and vessels
546	Heavy outer clothing
784	Flour, wheat
1404	Paper boxes and cartons
1406	Paper boxes and cartons
3099	Groceries and provisions, East Anglia
3100	Phthalic anhydride
3437	Animal feeding stuffs
3567	Electronic equipment

Patterns of equipment approved under Section 12 of the Weights and Measures Act 1963

PARTICULARS of the following patterns of equipment, certified by the Department of Trade and Industry under Section 12 of the Weights and Measures Act 1963, have been published during the five months ending September 30, 1971.

Notice of examination of pattern number	Description	Submitted by	HMSO reference	Price
1510	Self-indicating price-computing and ticket-printing counter machine	Messrs. Bizerba Ltd. Sunleigh Road, Wembley, Middlesex, HA0 1QS	SBN 11 510365 1	15p net

Copies of the above Notice can be obtained from Government bookshops or through any bookseller.

During the same period the Department of Trade and Industry published details of authorised modifications of the following certified patterns:

Notice of examination of pattern number	Department of Trade and Industry reference	Description
249	WM 250	Self-indicating beam scale
559	WM 250	Self-indicating weighbridge of 6,000 lb. capacity
742	WM 250	Self-indicating counter machine of 2 lb. capacity
827	WM 248	Automatic weighing machine of 14 lb. capacity for weighing pre-determined quantities of not less than 2 lb. of paint or other liquids of high viscosity
839	WM 248	Automatic weighing machine of 252 lb. capacity for weighing pre-determined quantities of not less than 14 lb. of paint or other liquids of high viscosity
840	WM 248	Automatic weighing machine of 14 lb. capacity for weighing pre-determined quantities of not less than 1¼ lb. of paint or other liquids of high viscosity
999	WM 249	Semi-automatic weighing machine of 112 lb. capacity
1004	WM 250	Egg-grading machine
1029	WM 250	Lubricating oil flowmeter of 10 quarts capacity used for the measurement of lubricating oils
1059	WM 248	Automatic weighing machine of 8 oz. capacity
1104	WM 249	Self-indicating weighbridge of 30 tons capacity fitted with a ticket printing mechanism
1104	WM 249	
1131	WM 249	Self-indicating platform weighing machine fitted with a single unit weight depositing mechanism
1147	WM 249	Dial weighbridge of 20 tons capacity
1226	WM 248	Liquid flowmeter of 20 gallons capacity used for the measurement of petrol and other liquids of low viscosity
1226	WM 249	
1226	WM 250	
1227	WM 250	Crane weighing machine of 10 tons capacity
1244	WM 248	Liquid flowmeter of 999¼ gallons capacity used for the measurement of petrol and other liquids of low viscosity
1244	WM 248	
1284	WM 250	Liquid flowmeter of 99¼ gallons capacity used for the measurement of petrol and other liquids of low viscosity
1294	WM 248	Liquid flowmeter used for the measurement of paraffin and other liquids of low viscosity
1301	WM 249	Liquid flowmeter of 99¼ gallons capacity used for the measurement of petrol and other liquids of low viscosity
1301	WM 250	
1324	WM 248	Liquid flowmeter of 99¼ gallons capacity for the measurement of petrol and other liquids of low viscosity
1324	WM 250	
1324	WM 250	
1327	WM 250	Liquid measuring instrument used for the measurement of petrol-oil mixtures
1328	WM 250	Liquid flowmeter of 99¼ gallons capacity used for the measurement of petrol and other liquids of low viscosity
1340	WM 250	Spring balance of 22 lb. capacity incorporating postal rate charts
1342	WM 248	Liquid flowmeter of 9¼ gallons capacity used for the measurement of petrol and other liquids of low viscosity
1342	WM 250	
1342	WM 250	
1358	WM 250	Liquid measuring instrument of one gallon capacity used for the measurement of paraffin and other liquids of low viscosity
1361	WM 250	Self-indicating assembly of weighbridges each 6,500 lb. capacity
1375	WM 249	Liquid measuring instrument used for the measurement of paraffin and other liquids of low viscosity
1406	WM 249	Self-indicating platform machine of 1,250 lb. capacity incorporating ticket printing mechanisms
1414	WM 248	Liquid flowmeter incorporating price-computing and remote indicating mechanisms
1414	WM 249	
1414	WM 250	
1416	WM 249	Self-indicating weighing machine of 2 kg. capacity
1420	WM 248	Egg-grading machine
1434	WM 250	Person weighing machine
1465	WM 248	Beer measuring instrument
1470	WM 248	Liquid flowmeter with a remote ticket printing mechanism

Copies of WM 248, 249 and 250 can be obtained from the Controller, Standards, Weights and Measures Division, 26 Chapter Street, London SW1P 4NS.

Sweet factory for Dyce

WORK is to begin before the end of the year at Dyce, Aberdeenshire on the first phase of a new sweet factory, which will eventually employ over 100 people. The 55,000 square foot factory is to be built on Aberdeen County Council's Farburn Industrial Estate, next to Dyce Airport, for A. J. Beaton and Son Ltd. The company will manufacture a wide range of sweets and confectionery, and there will be a section for canning Aberdeenshire meat products. Production is scheduled to start in mid-1972. The present labour force of 14 will increase to 53 and will exceed 100 within three years. Over half of the new jobs will be for men. Managing Director, Mr. A. J. Beaton, said: 'We received first class assistance from the North-East Scotland Development Authority and this has certainly helped and encouraged us to embark on a major expansion. Extremely valuable aid has also been given by the Department of Trade and Industry and Aberdeen County Council.'

Commonwealth Finance Ministers' meeting—communique

THE following communique was issued after the two-day meeting of Commonwealth Finance Ministers in the Bahamas (see *Trade and Industry*, September 30, p. 630)

'Commonwealth Finance Ministers met at Nassau, The Bahamas on September 23 and 24. The meeting was opened by the Honourable L. O. Pindling, Prime Minister of the Bahamas. The Rt. Hon. Anthony Barber, Chancellor of the Exchequer of the United Kingdom, presided.

'Ministers expressed their appreciation of the warm hospitality provided and the excellent arrangements made by the Government of the Bahamas for the first Commonwealth Ministerial meeting to be held in these Islands.

'Ministers recognised that they were holding their annual meeting at a particularly timely moment in view of the crisis in the international monetary system, and when important discussions were taking place in other international forums.

Current world economic and monetary situation

'Ministers devoted special attention to recent developments in the international monetary and economic fields. They viewed with serious concern the present international monetary instability, accentuated by the suspension of dollar convertibility. They were equally concerned about the surcharge on imports and the cut in development aid announced by President Nixon on August 15. They recognised that the United States of America faced serious problems but felt strongly that equilibrium should be sought through an expansion rather than a contraction of international trade. They stressed that it was particularly unfortunate that measures had been taken which imposed heavy burdens on countries which had no part in causing the present difficulties and most of which were least able to bear them. They also felt that unless there was a speedy realignment of currencies and a prompt removal of the import surcharge there was danger of a slide to protectionism and 'beggar-my-neighbour' policies in the field of trade and payments which would be detrimental to both developed and developing countries. Ministers agreed on the need for a speedy re-establishment of currency parities at realistic levels and a review of the international monetary system which would involve all countries, under the auspices of the International Monetary Fund and which would take specially into account the needs of the developing countries. They agreed that it was desirable that developing countries should participate from the outset in the processes of decision making leading up to an international monetary reform.

Reserve role of sterling

'Ministers welcomed the assurance given by the Chancellor of the Exchequer that there was no question of the United Kingdom undertaking discussions on concrete arrangements for the reserve role of sterling in the longer term without full consultation and study with the official holders of sterling, to whom any such arrangements would have to be acceptable.

UK and the EEC

'The Chancellor of the Exchequer gave the meeting a report on the outcome of the negotiations for British entry into the EEC. Ministers took note of the measures agreed upon during the negotiations in respect of individual Commonwealth countries, and the offer of association and trade arrangements for a number of them.

'In view of some anxieties expressed about the role of the Commonwealth after British entry into the EEC the Chancellor stated that Britain saw her entry into the EEC not as ending the Commonwealth association but as heralding a new chapter of Commonwealth relations and co-operation.

'Ministers expressed the hope that the enlargement of the Community would lead to further liberalisation of its trade and aid policies and at the very least, developing countries of the Commonwealth would be placed in no less advantageous a position than at present.

'Ministers invited the Secretariat to study and prepare papers on the issues which would arise for consideration by those Commonwealth countries to which the offer of association had been made.

Special drawing rights and development finance

'Ministers considered the papers prepared by the Governments of Jamaica and Ceylon on the proposal for a link and expressed gratification that the suggestion made by them in 1970 had contributed to studies being undertaken by the IMF They expressed the hope that these studies would be completed as early as possible and attached importance to the results of the studies becoming available well before the time when decisions must be taken in 1972. Ministers proposed that the studies should take note of any proposals which would involve a change in the use of Special Drawing Rights as a reserve asset. They noted that since the situation has now arisen in which the entire structure of the international monetary system will have to come under fundamental review, the possiblity of providing more directly in any reform of this system for an automatic transfer of resources to developing countries, should be considered.

'In the context of future allocations of Special Drawing Rights the hope was widely expressed that the question of larger and more equitable allocations to developing countries would be kept in view.

Aid

'Ministers expressed appreciation for the Secretary-General's Report on the Flow of Intra-Commonwealth Aid in 1970. They noted that the net flow of intra-Commonwealth official assistance had increased substantially over 1969. They underlined the valuable part that the Commonwealth Fund for Technical Co-operation was expected to play in the Commonwealth development effort and more generally welcomed it as a further demonstration of Commonwealth co-operation.

'The hope was expressed that a more determined effort would be made towards the untying of all aid to developing countries.

Freight rate problems of developing countries

'Ministers considered papers submitted by the Governments of Mauritius and Ceylon which called attention, first, to the constraints on the economic development efforts of developing countries and to the balance of payments and terms of trade problems created for them as a result of freight rate increases by conference lines, and secondly, to the need for larger multilateral and bilateral assistance for the purchase of ships. Ministers shared the concern expressed on this important subject, and asked the Secretary-General to consider whether the Secretariat might play a useful role in this complex matter.

Role of the World Banking Group in relation to development

'Ministers considered the role of the World Bank Group in relation to development. They noted the important role it has played in the whole field of development finance, and the new initiatives recently taken. They expressed concern at the delay on the part of some major contributors to IDA in providing their agreed contributions to the third replenishment and expressed their appreciation of the lead taken by Britain, Canada and others in making advance contributions to enable IDA to continue lending on an interim basis. Concern was expressed that the structure and lending policies of the bank group were insufficiently responsive to the economic, social and political needs and objectives of individual borrowers. It was felt that the bank group might usefully review a number of their policies, eg continuing emphasis on project lending, marked preference for large projects, insistence on international bidding for civil works and supplies that could be procured locally, the terms of bank lending and the criteria and eligibility for IDA credits. They hoped that such a review would, among other things, result in a speeding up of loans and disbursements, as well as in making loans available to certain poorer countries which do not at present qualify. The hope was widely expressed that the bank would resume its efforts to work out a scheme for supplementary financial measures.

'Ministers of Finance looked forward with pleasure to meeting in London in 1972.'

Dear Editor . . .

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be at any time DURING THE NEXT THREE YEARS, in a position to supply a substantial proportion of the United Kingdom demand for these materials.

Temporary exemptions come into effect of the operative date of the Treasury Order in which the materials are specified.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 21.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Reference
15.10	Fatty alcohols, normal, containing 14 or more carbon atoms in the molecule and having an iodine value not less than 40	Unsaturated fatty alcohol	13691
29.14	Aluminium formate, solid	Aluminium formate	13538
29.22	*m*-Phenylenediamine-4-sulphonic acid	meta phenylene diamine sulphonic acid	13699
29.35	3-(4-Chlorophenyl)-1-[4-(2-hydroxyethylsulphonyi)phenyl]-2-pyrazoline	1-para hydroxyethyl sulphonyl phenyl-3-para chlorophenyl 2 pyrazoline	13697
86.08	Freight containers of a length not less than 6,053 mm. and not more than 6,058 mm., of a width not less than 2,433 mm. and not more than 2,438 mm. and of a height not less than 2,433 mm. and not more than 2,438 mm., constructed by a continuous welding process, having galvanised steel end frames, side longitudinal and roof cross members, galvanised corrugated steel side, front and roof panels and end doors of plywood faced with galvanised steel	Sea freight containers	1756

NOTE: AMENDED DEFINITION

Interested parties will wish to know that the definition for Nylon 6 (39.01) has been amended to the following:

Nylon 6 in the forms covered by Note 3 (b) of Chapter 39, having a viscosity number not greater than 210 when determined by Method 404C of British Standard 2782: 1970, and containing not more than 5 per cent by weight of matter insoluble in formic acid having a concentration of 90 per cent by weight.

Applications for reimposition of import duty

THE Department of Trade and Industry, Tariff Division, have received applications for the reimposition of the import duty from January 1, 1972 on the following items, which are at present temporarily exempt from duty. This is in response to the notice of the Annual Review of temporary exemptions published in *Trade and Industry* on August 12, 1971.

Tariff heading	Description	Reference
25.11	Natural barium sulphate, not ground or powdered	9537
28.14	Arsenic trichloride	6526
29.07	4, 6-Dinitro-o-cresol (-OH at 1)	13351
29.08	Ethyl digol containing not more 1% of ethanediol	2369
	Methyl trigol	13599
29.22	*n*-Butylamine	2732
	Di-*n*-butylamine	2541
	N-Ethyl aniline	6498
	4-Nitroaniline	11589
	iso-Propylamine	TIP 242
	Di-iso Propylamine	6504
29.23	4-Aminophenol	1797
29.35	2-Methyl-4-nitroimidazole	TIP 6080
	Phenothiazine of a purity not less than 98 per cent, which contains not more than 0.0035 per cent by weight of total iodine, and which yields not more 0.05 per cent by weight of sulphated ash	13303
38.19	Prepared catalysts, in the form of spheres, containing silver or silver oxide dispersed in, or deposited on, aluminium oxide or silica or other compounds of silicon, and which contain not less than 7 per cent by weight and not more than 25 per cent by weight of total silver calculated as Ag	TIP 601
73.14	Iron or steel wire of a diameter not less than 0.019 inch not more than 0.200 inch, and having a coating of nickel of not less than 0.0001 inch in thickness	7944

Representations should be addressed to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1, giving the respective reference shown above. Representations should be received by October 21.

The Import Duties (Temporary Exemptions) (No. 7) Order 1971

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 7) Order 1971 (S.I. 1971 No. 1543).

This Order continues, until January 1, 1972, the temporary exemption from import duty on herring oil and certain other fish oils.

The Order came into operation on October 1, 1971, and has been published as Statutory Instrument 1971 No. 1543.

Copies of the order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 3p) or by post from HMSO, PO Box 569, London SE1 (price 5½p).

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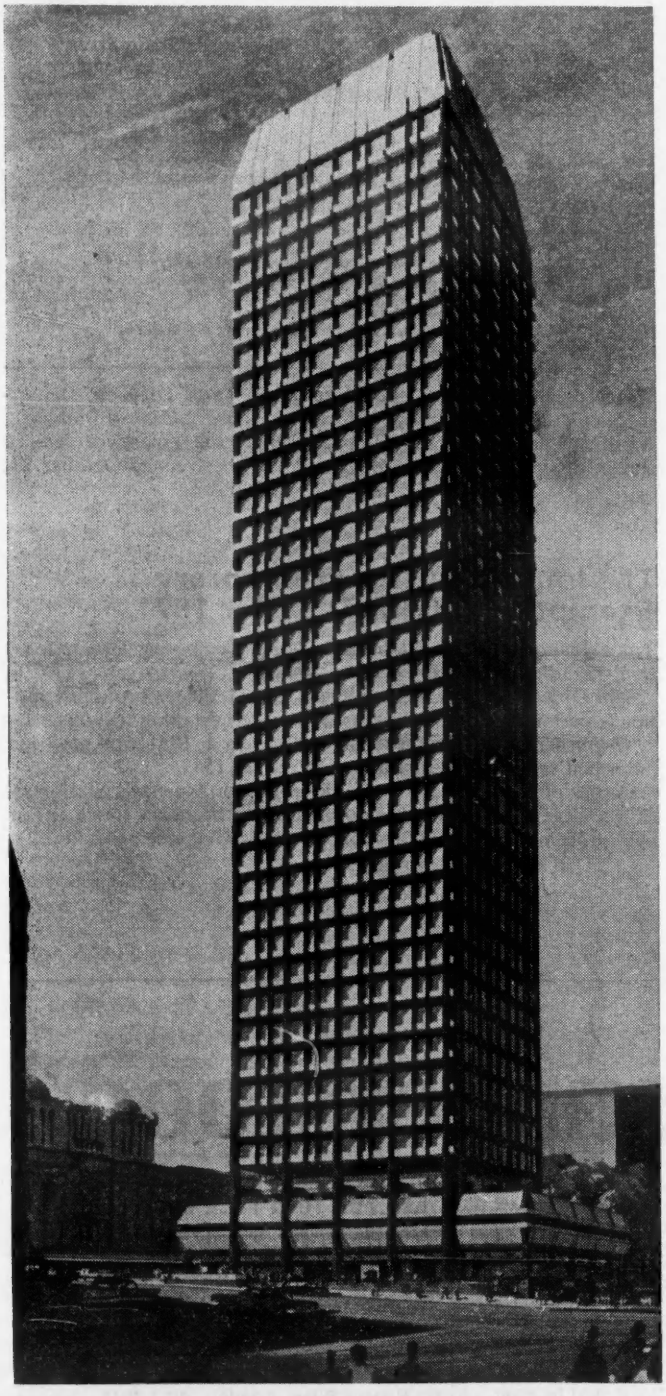
British construction work overseas, 1970/71

Contributed by the Department of the Environment

General

INFORMATION collected by the Construction Statistics Branch of the Department of the Environment shows that British building and civil engineering firms obtained new contracts during the year ended March 31, 1971 valued at approximately[1] £311 million at current prices. Although this figure is below the peak level of £341 million achieved in the year ended March 31, 1970 it was nevertheless substantially higher than in all previous years, even after allowing for price changes. The value of overseas work actually done in the year 1970/71 was £274 million, as against £220 million in 1969/70 and £203 million in 1968/69. As Table 1 shows the value of work outstanding in 1970/71 also rose well above previous levels to £390 million.

[1]These figures are provisional, including as they do an estimate of £13 million for the handful of larger companies that have so far failed to make any returns.



Artist's impression of an office block built for St. Martin's Properties (Australia) Pty in Sydney by Costain's (Australia) Pty to a height of 436 feet in 39 storeys.

Fewer than a dozen new firms entered the field of overseas construction work in 1970/71, all of them small, and the major contracts obtained were virtually all won by established firms. Areas in which the value of new contracts obtained during the year ended March 1971 rose included Africa, where approximately £92 million of new contracts were obtained, an increase of about £39 million over the level recorded in 1969/70. In the Middle East with £57 million of contracts, the increase was about £11 million on the previous year's level. In the major groups of countries shown at Table 1, both the Sterling area and Western Europe (Non-Sterling) showed clear increases in the value of new contracts obtained during the year 1970/71. There was a decline in the value of new contracts obtained in the Dollar and other Non-Sterling areas. Although British contractors seem to have been facing stiffer foreign competition and more difficult economic conditions in some overseas markets in the year under review, it is clear that there is a continuing and strong overseas demand for British skills in the construction field generally. Not only is the value of work outstanding on overseas contracts higher than ever before but so also is the value of the foreign currency being earned by construction enterprises and by professional firms and consultants in the construction field (engineers, architects and surveyors). It is estimated that the British balance of payments benefited by about £80 million in the year ending March 31, 1971 from these overseas activities of the construction industry and its associated professional consultants.

Details of a few of the more outstanding contracts obtained by British companies in the year under review are given in the remainder of this article.

Europe

While the skilled advice of British architects and civil engineers is much in demand in European countries, it is not easy for British construction firms to break into most of these markets. Despite competition from their European counterparts the year 1970/71 was one of successful consolidation by British construction firms of their hard won position in Europe. The value of new contracts in the countries comprising the EEC, EFTA, and other Western European non-sterling areas was about £30 million in 1970/71, £4 million more than in the previous year and the highest figure so far achieved: British contractors were also active in Eastern Europe. The largest contract in this area was awarded to George Wimpey & Co. Ltd. for an overhead sprinkler irrigation scheme costing over £10 million. This project is a co-operative enterprise between Wimpey's and Industrialimport, the State Enterprise for Foreign Trade of the Socialist Republic of Romania, and it will be located at Flaminda in the Teleorman district of Southern Romania. Water from the River Danube will be distributed over an area of 115,000 acres (an area roughly equal to that of the Isle of Wight). The J. E. Lesser group of companies were successful against strong competition in obtaining the contract to design, build and furnish the first motel to be completed by a Western contractor in Czechoslovakia. The Club Motel Praha was built in 10 months at Pruhonici 15 km. from the centre of Prague.

Through its property development subsidiary, Turriff Properties Ltd., the Turriff Construction Corporation Ltd. has been awarded a contract to purchase a site for the construction of a 600 bedroom hotel in the centre of Copenhagen with conference halls, a marina, offices and flats. The contract valued in excess of £10 million has already led to negotiations for the letting of the hotel and conference hall to a leading American hotel group, who propose to use it as a European convention centre for international conferences.

TABLE 1 CONTRACTS OBTAINED AND WORK DONE, 1969 TO 1971

£ million

Area	Total value of contracts obtained in the year ending March 31 1969	March 31 1970	March 31 1971*	Estimated value of work done during year ending March 31 1969	March 31 1970	March 31 1971*	Value of work outstanding at March 31 1969	March 31 1970	March 31 1971*
Sterling	119	179	192	112	117	174	168	213	244
Dollar	76	71	49	63	64	56	42	47	44
Western European (non-sterling)	15	26	30	11	12	12	13	26	32
Remainder	23	65	40	17	27	32	28	61	70
Total	233	341	311	203	220	274	251	347	390

* Provisional.

Scaffolding of Great Britain Ltd., whilst not having secured any large individual contract, managed through their holding company in Holland to aggregate numerous smaller jobs to the value of over £1 million.

Taylor Woodrow of Malta Ltd. has gained in association with Gozo Construction Co. Ltd. a contract valued at £2 million for a new general hospital at Victoria, Gozo, for the Government of Malta. The hospital will accommodate 360 patients in a series of single and double storey buildings constructed of local stone. Architects and quantity surveyors are J. G. L. Poulson and Partners, with J. G. L. Poulson Associates as the structural, mechanical and electrical engineers. Laing Iberia S A have also won two contracts for work in Spain worth over £½ million. The first was awarded by Metalgrafica Sevillana S A for constructing an office block in Seville, 11 storeys high with two basement levels for parking. The second contract for the further development of a luxury private housing estate in Sotogrande for Financiera Sotogrande S A covers 1.3 million cu. yd. of earth moving and the construction of two miles of asphalted roads together with all main services.

British Insulated Callender's Construction Co. Ltd. has won contracts for transmission work in Europe to the value of approximately £1 million.

Africa

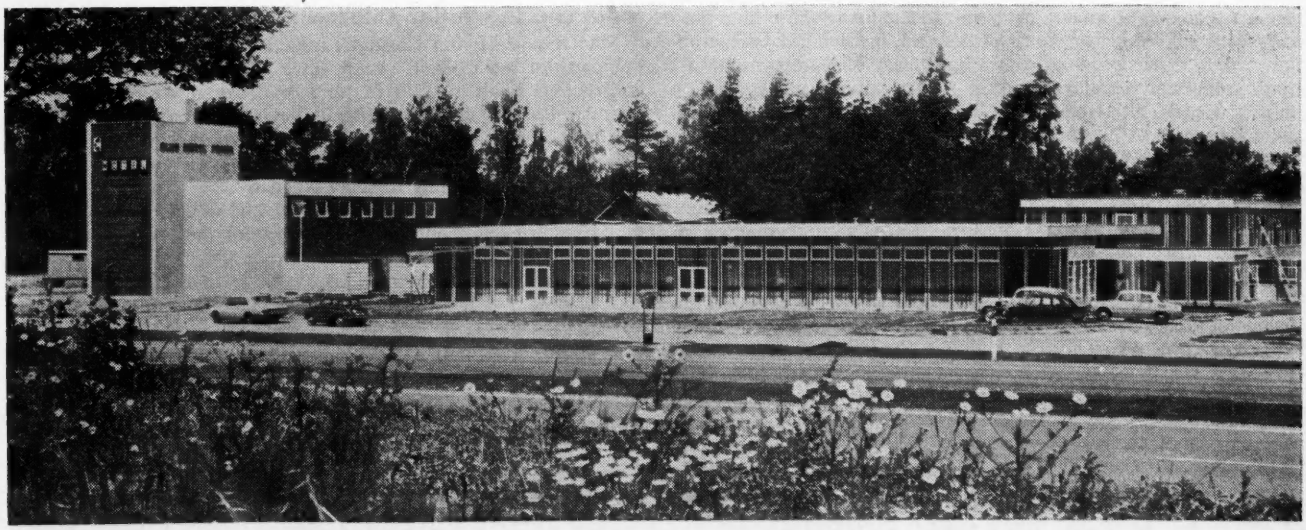
The confidence placed in the British construction industry by most countries in the Continent of Africa reflected itself in the very good results obtained in 1970/71; new contracts valued at £92 million in that year showed an improvement of £39 million over the previous year.

The Mitchell Construction Kinnear Moodie Group Ltd. have won two contracts; the first and biggest is valued at £12 million and involves the construction of a large underground power station on the North bank of the Zambesi river, adjacent to the Kariba Dam, together with an intake structure, outfall structure and channel, switching station, transformer compound, control and administrative buildings, housing and other ancilliary works. The work will be carried out by the Mitchell Construction Company Ltd. for the Central African Power Corporation. The second contract, for £1 million, is to be carried out by the Mitchell Construction Company (Pty) Ltd., for SOREC, Schlesinger Organisation Real Estate Corporation. This contract is for a 25 storey circular tower of residential flats 250 ft. in height, with two parking basements to accommodate tenants' cars, and an open air swimming pool, on a four acre site in the centre of Johannesburg. The architects are Moross and Partners in association with Monty Sack. The consulting engineers are Ove Arup and Partners and the quantity surveyors are Henry Muller and Partners.

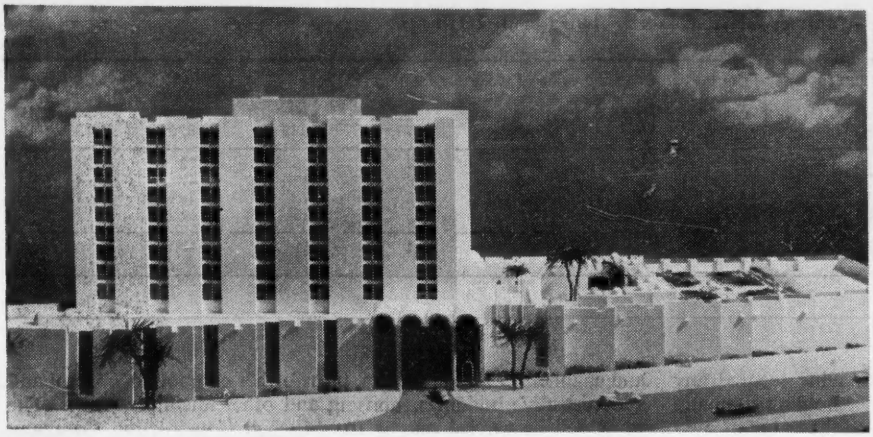
The East African Harbour Corporation have awarded a £5 million contract to Sir Lindsay Parkinson and Co. Ltd. The work involves construction of two deep water berths west of existing berths at Port Reitz and may be extended to provide for transit sheds and two additional berths.

The Mowlem Construction Co. Ltd. have again been active in building roads in Kenya. Two contracts have been awarded to them; the first, by the Government of Kenya, is valued at £1.45 million and is for 86 miles of international highway from Nairobi to the Tanzania Border. The second contract, placed by the Kenya Ministry of Works, is for 36 miles of roadway between Dandora and Kangundo Road, and is valued at £1.63 million. Two further contracts have been awarded to Mowlem by the Uganda Government, worth £1.44 million and £820,000 respectively, the first being for 40 miles of bitumen road from Lira to Kamdini and the second for 27 miles of bitumen road between Bukoloto and Jinja on Lake Victoria.

Taylor Woodrow of Nigeria Ltd. have also obtained two contracts Site development and asphalt surfacing valued at over £337,000 is to be carried out on Victoria Island for the Lagos State Government. The Nigerian Ministry of Communications have awarded



Club Motel Praha, designed, built and furnished by the J. E. Lesser group of companies. Picture shows the administration block, reception block and one of the two-storey bedroom blocks. This is the first motel to be completed by a Western contractor in Czechoslovakia and was built in 10 months.



Left: Cementation Ltd. is to build a £3.6 million Hilton hotel at Abu Dhabi. Scheduled to be opened in Autumn, 1972, the 10-storey building will provide convention facilities and accommodation for 500 guests.
Right: Extensions to Gulf Hotel, Bahrain, originally built by Wimpey on land reclaimed by them from the sea.

them a contract worth £600,000 for the building and civil engineering work for a new satellite communications station and three relay stations near Ibadan, Western Nigeria. Taylor Woodrow have instructed British Insulated Callender's Construction Co. Ltd., under a £68,000 sub-contract, to supply and install five towers for the scheme.

BICC have also received a contract from the Electricity Supply Commission of Malawi for a 66kV 200 mile-long power line, the first in Malawi with steel towers, valued at £750,000.

Costain (West Africa) Ltd. are to erect a new three-storey block of offices and a warehouse at Apapa, a suburb of Lagos. The contract is valued at £N 156,000 and the work is for Management Enterprises Ltd. Consulting engineers are Ove Arup and Partners.

The Middle East

George Wimpey & Co. Ltd. now well established in this area, again did good business during the year. Cementation Co. Ltd. were also successful in obtaining a prestige contract. In total the new contracts obtained in the Middle East were worth £57 million as against £46 million in the previous year, an increase of £11 million.

John Laing Construction and George Wimpey, in conjunction with Haji Abdullah Alireza and Company Limited, have been awarded contracts totalling £6.5 million for construction project in Saudi Arabia. The work consists of petroleum refinery facilities, harbour and roadworks, etc. The same consortium also won a £7 million contract from the Ministry of Defence and Aviation of Saudi Arabia for the construction of a new runway and associated technical facilities for the airport at Taif, Saudi Arabia. George Wimpey & Co. Ltd. have also won further contracts. The first is to build a £1 million extension to the luxury hotel that they completed in 1969 on the coast of Bahrain, involving the construction of two extension wings of 13 bays each, site preparation, air conditioning and ancillary services. This contract was awarded by Bahrain Hotels, an associate of Gulf Aviation Ltd., themselves an associate of BOAC. Another contract is valued at £3.5 million is to be undertaken in a joint venture with two Japanese companies, Ishikawajima Heavy Industries and Nichimen Company. Wimpeys are to be responsible for the civil works and mechanical erection. This contract was awarded by the Deputy Ruler of Ras al Khaimah in the Trucial States and is for a cement plant to be built at Ras al Khaimah for the Ras al Khaimah cement company. A luxury £3.6 million Hilton Hotel is to be built at Abu Dhabi in the Trucial Oman for His Highness Sheikh Zayed Bin Sultan at Nahayan, the Ruler of the State, by Cementation. The hotel, with capacity for 400-500 guests will be of international standing and its leisure facilities, tennis courts, swimming pool, six-lane bowling alley, sauna baths, and an assembly hall which can be turned into a cinema, will considerably increase the amenities in the city. This contract is a 'package deal', under which Cementation are to provide all the hotel equipment and are to install all mechanical/electrical services, furniture and fittings, as well as the structure itself. Architects for the project are Michael Brashire Associates of London. Costain Civil Engineering Ltd. have been awarded a £2.7 million contract to extend Dubai Airport by the Ruler of Dubai. The project comprises a new runway, a new taxiway and installation of new lighting throughout, thereby enabling the airport to accept Jumbo jets. British Insulated Callender's Construction Co. Ltd. are to supply and erect three 150-metre high towers under a contract valued at £223,054 awarded by Radiodiffusion-Television Algerienne. Bernard Sunley and Sons are to design and construct a new Police Headquarters in Dubai for the Ruler of the State under a contract valued at £1,763,000. The work includes administration, command and barrack blocks, residential accommodation, an officers' club and a mosque. The supervisory consultants are Robert Matthew, Johnson Marshall and Partners.

The Far East

British Insulated Callender's Construction Co. Ltd. have been awarded a £1¼ million order from the China Light and Power Co. Ltd. of Hong Kong to design, supply and install a 132kV three-phase double circuit overhead line network in the New Territories. Installation is being carried out as a joint venture with Steel Structurers of Hong Kong. Special design considerations have been enforced by Hong Kong's situation in the typhoon belt. A joint venture between Kinnear Moodie and Co. Ltd. and Gammon (Hong Kong) Ltd. has been awarded a £1,200,000 contract by the Municipality of Bangkok, Thailand. The contract calls for the construction of over one mile of 12 ft. internal diameter tunnel under the city to form part of a main drainage scheme. The construction of ancillary pumping stations is also included. This contract is understood to be one of the most important civil engineering contracts awarded to a British contractor by the Thai Authorities.

India and the Indian Ocean

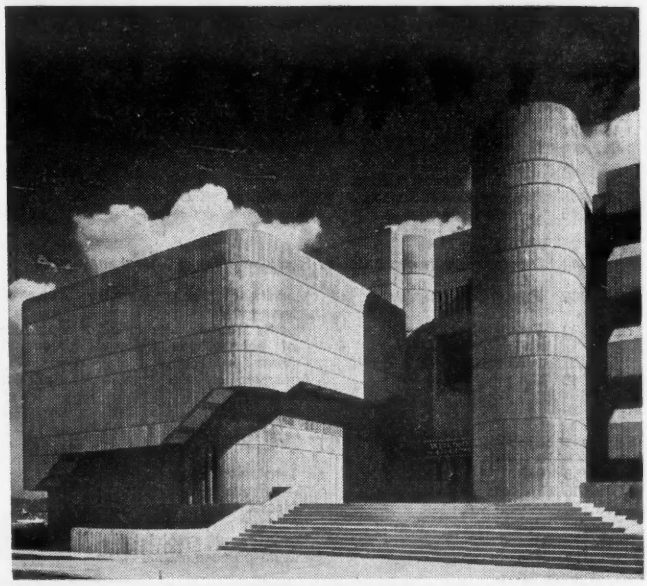
MacDonald Layton Costain Limited of Pakistan, an associated company of the Costain group, have been awarded a £½ million contract to build a 1,580 ft. long road bridge over the Karachi Circular Railway by the Pakistan Western Railway. Costain Civil Engineering Limited have won a further contract in the Seychelle Islands, involving £1 million worth of dredging and land reclamation. The contract has been awarded by the Crown Agents for Overseas Governments and Administrations and represents the first phase of the proposed development of the town and port of Victoria, the capital. This contract brings the total value of work that Costains are doing in the Seychelles to £5 million.

Oceania (Australasia etc)

Costain (Australia) Pty Ltd. are to carry out a £3.7 million contract for St. Martins Properties (Australia) Pty Ltd. This is for the construction of a 39-storey office block 436 feet high. The tower will be built over a two-storey podium of shops and offices and will be one of Sydney's tallest buildings. A major contract of a value in the order of $2 million for the port area electrical works at the new copper mining project at Bougainville Island, one of the Solomon group in the South Pacific, has been awarded to James Kilpatrick and Son Ltd. with its Australian subsidiary. It calls for the installation of a new power station of 135 megawatt rating, 132 kV, 22 kV and lower voltage sub stations, and major power and

lighting installations for filtering, drying, storing and port loading facilities.

In New Zealand, two British firms have been notably active. Cubitt Wells Ltd. have obtained a total of five contracts. The largest contract is for a 12 storey office block for the Royal Insurance Group, Auckland, and is worth $NZ 946,000 (£442,000). The other contracts are for a two storey warehouse extension for Summit Holdings in Grey Lynn, Auckland, valued at $NZ 190,000 (£89,000), a three storey office building for Allan and Associates, worth $NZ 75,000 (£35,000), and the replacement of a factory in Wellington destroyed by fire in 1970, awarded by Heatwave Mechanical Ltd., and worth $NZ 108,000 (£50,000). The remaining contract is also in Wellington, and is for an extension to a dairy produce factory, worth £260,000. It was awarded by Farm Products Co-op (Wellington) Ltd. Sir Lindsay Parkinson Ltd. is the other firm active in this area. In association with the Reddy Construction Co. Ltd., Fiji, Parkinson's are to construct a 300 bed general hospital for the Government of Fiji, designed to withstand the effects of earthquakes. Situated at Lautoka, on the North West coast of Viti Leva, and worth £2,297,800, this is the first major contract since the Islands gained their independence in 1970.



New Education Centre, built at a cost of £2½ million for the Etobicoke Board of Education by The Mitchell Construction Company (Canada).

The Caribbean Islands

In the Caribbean, a total of seven contracts has been awarded to the Mitchell Construction Kinnear Moodie Group Ltd., of which the combined value is $14,303,000. An important contract, worth approximately $4,250,000 has been awarded by Cable and Wireless (West Indies) Ltd. to the Mitchell Construction Co. (Caribbean) Ltd., for the construction of a new complex comprising a five storey office block, training centre, power houses, sports club and extensive roadworks in Barbados. This brings the total value of work being carried out for Cable and Wireless by the Mitchell Group to $10 million. Of the remaining contracts, the largest two were awarded to Horsford and Mitchell Construction Ltd., an associated company of the Mitchell Construction Co. (Caribbean) Ltd. The first valued at $3,100,000 was awarded by the Trinidad and Tobago External Telecommunications Ltd. for the superstructure of the new Central Telegraph Office in Port-of-Spain. The second, valued at $3,700,000 and awarded by the Trinidad and Tobago Telephone Co. Ltd., comprised the construction of a new telephone exchange in Port-of-Spain, on a design and build basis.

North America

In Canada four contracts have been awarded to the Mitchell Construction Company (Canada) Ltd., including two school projects. The first, valued at $2 million, was awarded by the East York Board of Education, Toronto and the second, valued at $2,750,000, by the Peel County Board of Education, Mississauga, Ontario. An interesting piece of work, by the Mitchell Construction Company carried out during the year, on a contract awarded earlier, was the Education Centre for the Municipality of Etobicoke (Toronto). The other contracts comprise a $3 million Research Development and Manufacturing Centre to be erected in Ontario for Control Data Canada Ltd. and a $5,300,000 Administrative Studies Building for York University, Ontario.

Laing Construction and Equipment Ltd., the Canadian member of the Laing Group, have also won four contracts. These comprise of a $6 million maintenance hangar to be constructed at Vancouver Airport for Air Canada, a $1 million 15 storey block for senior citizens in New Westminster, British Columbia, a contract worth $3.5 million to build the P. A. Woodward Instructional Resources Centre for the University of British Columbia and a $2.4 million academic services building for Simon Fraser University at Burnaby.

George Wimpey have also won a $1,140,000 contract to construct a two-storey building of 140 senior citizens units for the Ontario Housing Corporation.

South America

British Insulated Callender's Construction Co. Ltd. have been awarded a £425,000 contract in Puerto Rico for ITT Commercial Services Inc. of New Jersey, USA, a subsidiary of International Telephone and Telegraph Corporation. The contract calls for BICC to design, supply and erect six heavy towers.

Model of a 300-bed general hospital to be constructed for the Government of Fiji by Sir Lindsay Parkinson and Co. Ltd.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
August 26, 1971		
889,894	Agfa Aktiengesellschaft	Photographic everset shutter
910,689	Agfa Aktiengesellschaft	Photographic camera
973,053	Agfa-Aktiengesellschaft	Photographic camera
1,040,977	Agfa-Gevaert Aktiengesellschaft	Jacketed drum of which the temperature can be controlled by liquid circulation
1,017,229	Flachglas-Aktiengesellschaft Delog-Detag (former name was Deutsche Tafelglas Aktiengesellschaft Detag	Light cupola construction
1,088,439	International Standard Electric Corp.	Amplitude discriminator television receivers
1,127,070	ITT Industries Inc.	Electroplated contacts for semi-conductor devices
1,129,200	ITT Industries Inc.	H F field effect transistor
1,008,460	Jose Luise Achucarro	Freeze-drying apparatus
1,011,475	Jose Luise Achucarro	Freeze-drying apparatus
September 1, 1971		
1,103,470	International Standard Electric Corp.	Rectangular cathode ray tube with protection against implosion and method to manufacture such a tube
1,105,717	International Standard Electric Corp.	Non-linear decoder
1,120,537	International Standard Electric Corp.	An automatic telecommunication exchange
1,123,740	International Standard Electric Corp.	Electrical miniature rotary switch
1,134,522	International Standard Electric Corp.	Rectangular cathode ray tube with protection against implosion
1,147,256	International Standard Electric Corp.	Method of receiving and evaluating AC signals
1,174,316	International Standard Electric Corp.	Electrical switches
1,191,648	International Standard Electric Corp.	Mounting arrangement for a contact set
1,194,059	International Standard Electric Corp.	Electrical components
1,205,784	International Standard Electric Corp.	Pulse signal synchroniser
1,224,817	International Standard Electric Corp.	Electrical signalling systems
1,138,291	Edward Gelles and Ronald Winnett	Dish-washing device
1,149,752	F. G. Robinson & Partner Ltd.	Electrical signalling systems
September 2, 1971		
892,399	Standard Telephones & Cables Ltd.	Telecommunication systems
992,654	Standard Telephones & Cables Ltd.	Electrical recording system for telecommunication calls
1,007,951	Standard Telephones & Cables Ltd.	Signal amplitude codes
1,009,349	Standard Telephones & Cables Ltd.	Telecommunication signalling
1,015,588	Standard Telephones & Cables Ltd.	Semiconductor devices
1,023,848	Standard Telephones & Cables Ltd.	Selerium EHT rectifier circuit arrangement
1,039,196	Standard Telephones & Cables Ltd.	Repeater amplifier
1,050,211	Standard Telephones & Cables Ltd.	Wire wrapping tools
1,057,079	Standard Telephones & Cables Ltd.	Cutting tool
1,102,529	Standard Telephones & Cables Ltd.	Glassy films
1,136,536	Standard Telephones & Cables Ltd.	Magnetic cores and adjusters therefor
1,145,769	Standard Telephones & Cables Ltd.	Apparatus for the heat treatment of electrically conductive materials
1,179,640	Standard Telephones & Cables Ltd.	Solid state display device
1,183,588	Standard Telephones & Cables Ltd.	A method of manufacturing printing cylinders
1,183,589	Standard Telephones & Cables Ltd.	Colour display apparatus
1,183,590	Standard Telephones & Cables Ltd.	Apparatus for displaying and printing information
September 6, 1971		
1,048,771	Richard David Lacey	Tape dispenser
1,134,323	" " "	Perforated tape readers
1,134,324	" " "	Tape web transport mechanisms
1,092,416	N. V. Koninklijke Metaalwarenfabrieken J. N. Daalderop & Zonen	Temperature and pressure safety device
1,106,309	Brown Boveri & Co. Ltd.	Rectifying circuits
1,164,555	Chinoin Gyogyszer es Vegyeszett Termekek Gyara RT	New tropine derivatives
1,194,342	Standard Telephones & Cables Ltd.	Frequency scanning aerial array
1,195,869	John William Hartley	Machines for sharpening the blades of lawn mowers
1,217,599	Centre International pour l'Economic et la Technologie I.C.E.T.	Process for the manufacture of a product of polyurethane foam reinforced by fibres
1,226,648	Glaverbel	Apparatus for the manufacture of flat glass
September 8, 1971		
1,106,769	FFSA	Tensioning devices
1,140,805	Instituto de Angeli SpA	Adamantane derivatives
1,168,343	Videon S A	Mechanical decoding apparatus
1,196,295	Harvey Larry Penberthy	Electrodes for use in electric furnaces
1,218,826	Hans Liebherr	Multi-purpose mobile crane
1,219,611	Hans Liebherr	Multi-purpose mobile crane
September 9, 1971		
1,028,529	Agfa Aktiengesellschaft	Matt-surfaced photographic materials and silver halide emulsions for use in the production thereof
1,144,240	Agfa Aktiengesellschaft	Photographic developer concentrate
1,172,679	Agfa Aktiengesellschaft	Photographic silver halide emulsions with improved sensitivity
1,210,509	Raffinerie Tirlemontoise	Process for preparing organic products suitable for use as surfactants, plasticising agents or drying agents
September 15, 1971		
1,109,895	Centre Technique de l'Industrie des Papiers et Celluloses	The method and apparatus for treating suspensions of fibres for the formation of aggregates
1,145,038	Felten and Guilleaume Carlswerk Aktiengesellschaft	Arrangement for the monitoring of intermediate repeaters in a carrier frequency transmission installation
1,193,288	Chinoin Gyogyszer es Vegyeszeti Gyara RT	Tetracycline derivatives
1,133,060	Solvay & Cie	Process for the stabilisation of chlorinated hydrocarbons
1,131,930	Solvay & Cie	Copolymers based on vinylidene chloride and intended for coating cellulose supports and coated supports thus obtained
1,194,660	Solvay & Cie	Process for the stabilisation of chlorinated hydrocarbons

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

ARE YOUR PRODUCTS SELLING WELL IN SOUTH AFRICA?

A well-known aggressive marketing company (part of C.N.A. Investments Group), already handling many internationally-known, branded advertised consumer products, particularly in the household/toiletry/patent medicine fields would like to make contact with British manufacturers whose products may not yet be on the South African market, or may not be established 'best-sellers'.

We are interested in discussing:

a) Arrangements to manufacture and distribute under licence.

b) Sole distribution arrangements, or joint ventures.

Two directors from South Africa will be in London in early October 1971, and would like to discuss possible distributing arrangements with you.

Please write: The Managing Director
PAC Distribution Limited,
c/o Gordon & Gotch Limited,
75-79 Farringdon Street,
London EC4A 4BJ.

Bolton on small construction firms

SMALL construction firms employing less than 25 persons account for nearly 40 per cent of new private house-building in the industry and almost half of all the repair and maintenance work, according to the latest research study commissioned by the Bolton Committee of Inquiry on Small Firms. The study, *Small Firms in the Construction Industry* (HMSO 95p) points out, however, that small firms account for less than 15 per cent of public housing and less than 10 per cent of all new non-housing work so that their share of the industry's total output and employment is only about one-quarter and is, in fact, declining. The nature of small firms in the industry, the type of work they do, the problems they face and the changes that have occurred during the last ten years are also described in the report.

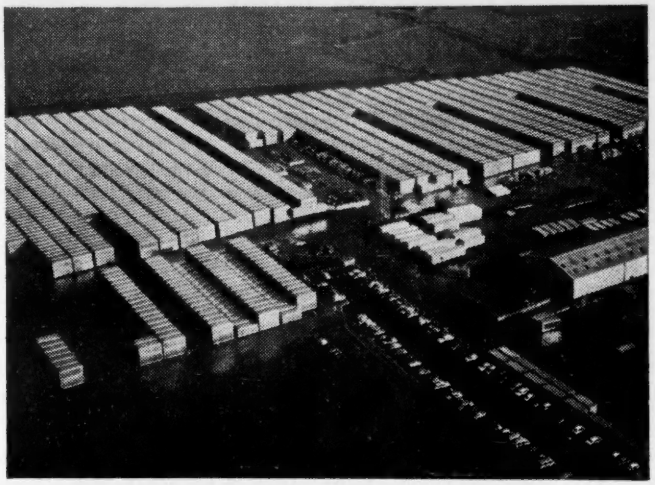
Government help for invisible exporters

THE range of official services available to exporters of such services as banking, insurance, shipping, commodities, tourism and the return on foreign investments is desscribed in a new booklet, 'A guide to Government help for invisible exporters'.

The booklet, prepared in co-operation with the Department of Trade and Industry by the Committee on Invisible Exports, details the kind of information and help which can be obtained from the Invisible Section at the DTI's Export House. Services from Export House include research material available from the Statistics and Market Intelligence Library; the Export Intelligence Service, which supplies details of specific export opportunities and other important export intelligence matched by computer to subscribers' requirements; help with overseas visits, findings an agent or representative, possible collaborators for the manufacture of products under licence and assistance when disputes arise between British firms and overseas customers (excluding disputes subject to legal proceedings). In addition the Commercial Relations and Exports Divisions of the DTI can give help and advice useful for the protection or commercial interests abroad.

The booklet also describes the assistance available from the Diplomatic Service, working in collaboration with the DTI, the Export Credits Guarantee Department, and other services.

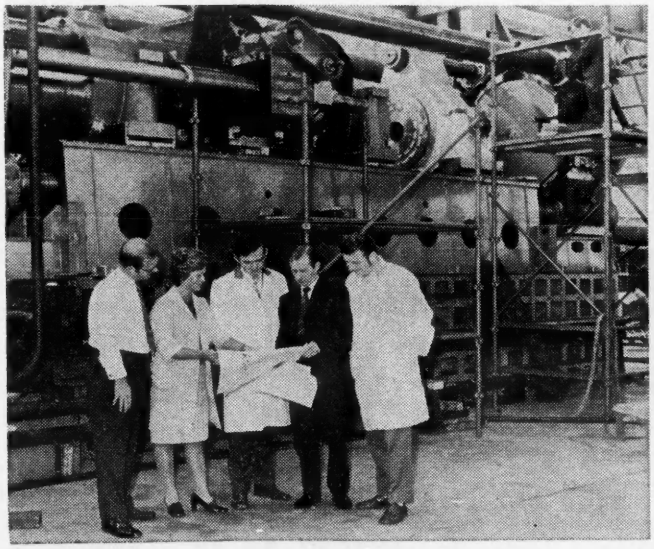
Free copies of the booklet can be obtained from the Committee on Invisible Exports, 18th Floor, 23 Fenchurch Street, EC3M 3DD.



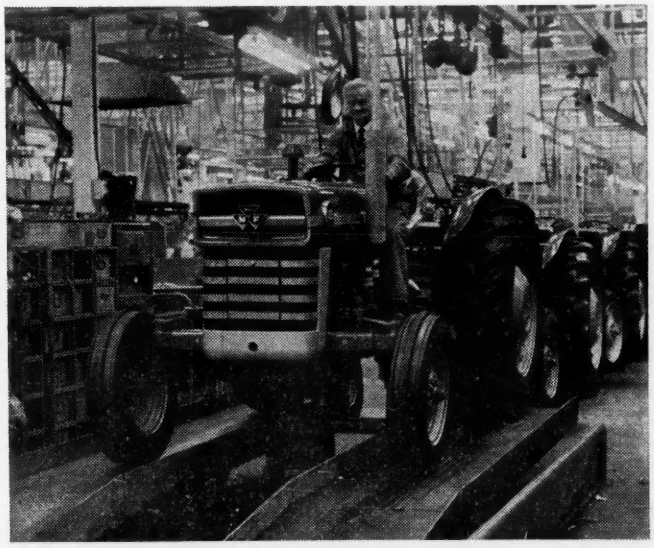
Crane Fruehauf Containers Ltd. have won a substantial order for containers from Nippon Yusen Kaisha (NYK) of Japan, claimed to be the first order placed by a Japanese container operator in the European container manufacturing market. The contract, worth over £½ million, is for 700 × 20-ft. Dry Freight Containers, of aluminium construction to the Crane Fruehauf KA2 design, and production is scheduled to start in October. In addition to the contract for containers, Crane Fruehauf have also won an order for 15 skeletal semi-trailers. These will be manufactured by Crane Fruehauf Trailers Ltd., and are for operation by NYK on thejr road transport link within the United Kingdom. Crane Fruehauf containers are already in operation on services throughout the world. Picture shows the company's container park at North Walsham, where the equipment for Japan will be made.

New industry for Stonehaven

NOYNATEX Ltd. bring a brand new industry to North East Scotland as producers of weft laid stitch bonded furnishing fabrics. The firm has just taken occupation of its 5,200 sq. ft. factory at the Kincardine County Council Spurryhillock Industrial Estate, Stonehaven. The initial labour force of seven will increase to about 20, mainly men, when in full production. The factory site allows for further expansion.



Under construction at the Gloucester works of Fielding & Platt Ltd., a member company of Redman Heenan International, is the 2,500 ton power extrusion press for copper and brass destined for Slobodan Penezic Kreun, Titovo Uzice, Sevojno, Yugoslavia. The press, weighing some 200 tons, has recently been packed at Gloucester. Seen studying some of the plans for the exercise are Mr. N. Davenport, Mme. Professor Z. DrizoPet (interprer,) Mr. M. etrovic (installation engineer,) Mr. A. Russell and Mr. V. Kremic (electrical engineer).



One thousand MF135 tractors, together with implements and spares, worth nearly £1.2 million, have been ordered from Massey-Ferguson by the Sri Lanka State Trading (Tractor) Corporation, Ceylon. Shipments have started and will be completed in December. The government-financed order arises from a British loan administered by the Crown Agents in London. The tractors are required quickly for this winter's rice paddy cultivation. Picture shows one of the tractors about to be driven off the final assembly track.

New radar to watch busy Dover Strait

THE Dover Strait is one of the busiest waterways in the world. To help regulate traffic, a voluntary traffic separation scheme was agreed in the Intergovernmental Maritime Consultative Organisation (IMCO), a United Nations Agency, and put into operation in 1967. An analysis of collisions since that time has shown that some have occurred because ships had ignored this and were going in the wrong direction in the traffic lanes.

To improve navigation in the area still more the United Kingdom proposed to the Maritime Safety Committee of IMCO at its meeting last March that ships using the traffic lanes of the Dover Strait traffic separation scheme should compulsorily be required to proceed in the prescribed direction of traffic flow. The Committee unanimously accepted the proposal, and indeed extended it to all traffic separation schemes throughout the world which had been adopted by IMCO. The Committee produced an appropriate amendment to the Safety of Life at Sea Convention. Because of the necessarily long time taken for such amendments to become operative the Committee recommended that as an interim measure member Governments of IMCO should make it an offence for ships of their own flag to proceed against the prescribed direction of traffic flow in the lanes of traffic separation schemes adopted by IMCO. The United Kingdom intends to implement this recommendation and is at present producing appropriate Regulations.

Continuous record

A new radar installation at St. Margaret's Bay Coastguard Station will exercise surveillance of the Dover Strait traffic separation scheme, and will perform a number of functions. It will detect ships going the wrong way in traffic lanes. It will keep a continuous record of traffic using the Strait, and will also be used by the coastguard as necessary in search and rescue operations. In connection with the detection of ships going the wrong way the radar will initially be used in conjunction with the coastguard helicopter based at Manston for search and rescue purposes. The helicopter will fly out to identify ships which have been detected on the radar in the wrong lane. Later, other means of identification may be used. Identified ships will be reported to their flag states. It is also proposed that the information about ships going the wrong way in traffic lanes will be broadcast. The knowledge will help other ships using the lanes to watch for ships proceeding against the traffic flow and might also have the effect that the offending ships going the wrong way will take appropriate action.

The United Kingdom has also proposed to IMCO certain amendments and extensions to the Dover Strait traffic separation scheme. The main proposals are for an extension westward to the Greenwich meridian, and a deep draught route running north east from the Sandettie bank. Both have been agreed by IMCO, but the latter will not become operative until there has been a check survey.

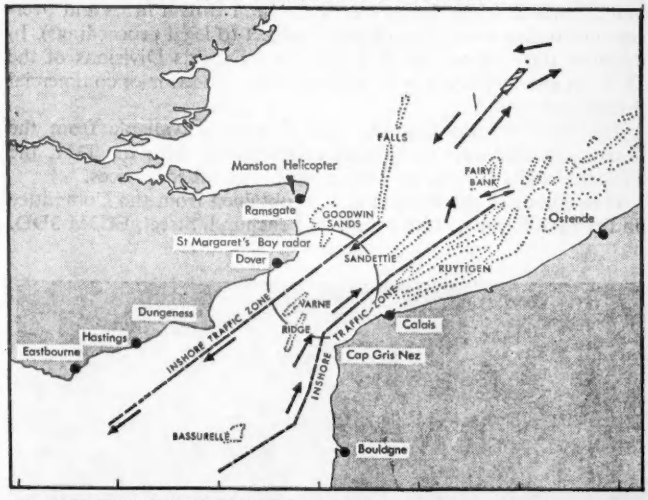
The emphasis of the United Kingdom's proposals has been to improve the safety of navigation in this difficult area by helping the mariner as much as possible, rather than by using penal sanctions, although the latter may have to be used in certain cases. This approach is very effective, because ships' masters are generally competent and responsible people who will agree to navigational measures designed clearly for their safety. It is also the only approach that can be introduced quickly. Mandatory measures have to be agreed internationally, and this takes considerable time, even if such agreement could be obtained. Nor can the coastal states deny ships the right of innocent passage through territorial waters, let alone waters outside such limits.

The radar at St. Margaret's Bay is a Decca Type HR729. It is a 3 cm radar, 25 kW peak power with a 9 foot aerial. The display unit is 16 inches and has off centring facilities. The display is provided with overlaps showing the Dover Strait traffic lanes. For traffic surveillance the radar will operate on either the 12 mile or 24 mile range scales, and will be off centred. At first it is proposed to use the 12 mile range scale off centred 7 miles to give a forward view of 19 miles. There is a second display, also 16 inches, which will be used in connection with traffic studies.

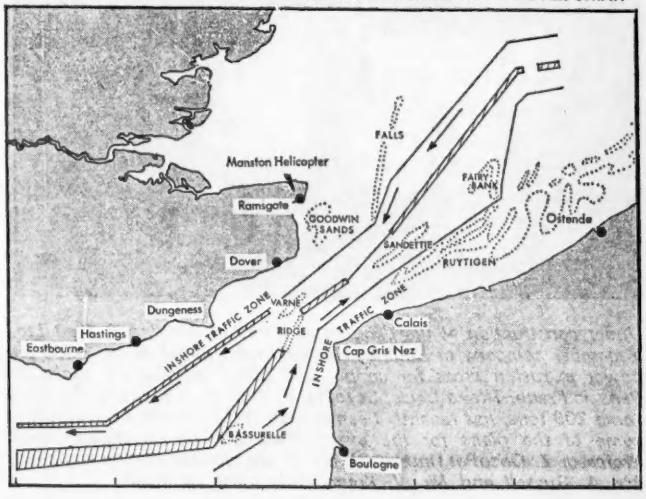
Inauguration

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, inaugurated the traffic surveillance system for the Dover Strait Separation Scheme on October 4. Speaking at St. Margaret's Bay, he said, 'The Dover Strait and the Channel form one of the busiest international waterways in the world. The traffic includes many types of ships, amongst them large

EXISTING TRAFFIC SEPARATION SCHEME IN THE DOVER STRAIT



PROPOSED EXTENSION TO TRAFFIC SEPARATION SCHEME IN THE DOVER STRAIT



British Commercial representation Overseas

The Commercial Departments of the British Embassies, High Commission Offices and Consulates listed below can be of considerable help to the British businessman travelling abroad on export business. They can assist him with introductions, advice on local conditions and help him generally in achieving the purpose of his visit. But they are better able to help if told in advance about the visit, its purpose and the nature of any assistance likely to be required of them. Such advance notification to Commercial Departments is best sent through the Export Services Division or a Regional Office of the Department of Trade and Industry and intending business travellers are advised to contact one or other of these offices (addresses and telephone numbers on page viii) at an early stage in arranging visits abroad. These offices will not only notify the visits to the Commercial Departments concerned but can provide travellers with information about overseas markets before departure.

On arrival overseas the business traveller is advised to telephone the Commercial Department to fix an appointment with the appropriate commercial officer.

'Hints to Business Men' booklets are available for most of the countries listed. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

Poste Restante and Telex facilities. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/ Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Department of Trade and Industry Regional Office or the Export Services Division of the Department of Trade and Industry in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

This list is prepared by Export Services Division of the Department of Trade and Industry and published quarterly in *Trade and Industry*. Inquiries relating to the list should be made to Export Services Division at Export House, 50 Ludgate Hill, London, EC4M 7HU. (Tel. 01-248 5757, Ext. 7113).

British commercial representation overseas

AFGHANISTAN—British Embassy, Karte Parwan, **Kabul.** (Tel. 30511/3.)

ALGERIA—British Embassy, Résidence Cassiopée, Bâtiment B., 7, Chemin de Glycines, **Algiers** (Postal address: B.P.25, Alger Gare). (Tel. 60.56.01-04.) (Telex 91872 a/b Prodrome Alger.)

ANGOLA—(Portuguese West Africa), British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, **Luanda.** (Tel. 27838, 22487). (Telex 3130 a/b Brilda an.)

ARGENTINA—British Embassy, Luis Agote 2412, **Buenos Aires,** (Postal address Casilla de Correo 2050, Buenos Aires). (Tel. 80/7070/79). (Telex 1666 a/b 12 1666AR Proba.)

AUSTRALIA—British High Commission, Commonwealth Avenue, **Canberra, A.C.T.** 2600. (Tel. 730422.) (Telex AA62222 a/b Ukrep AA62222.)

Sydney—British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000, (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

Melbourne—British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

Brisbane—British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) (Telex AA 40556 a/b Ukrep AA 40556.)

Perth—British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5128/9.) Telex AA92493 a/b BHC WA AA92493.)

Adelaide—British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide 5000. South Australia. (Tel. 51.5982.) (Telex AA82543 a/b Ukrep AA82543.)

AUSTRIA—British Embassy, Reisnerstrasse 40, 1030, **Vienna.** (Tel. 73.15.75/9.) (Telex 13410 a/b 13410 Britemb A.)

BAHAMAS—British Trade Commission, P.O. Box N7516, E. D. Sassoon Building, Parliament Street, **Nassau.** New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003 and 21171.)

BAHRAIN—British Embassy, No. 14, First Floor, Yateem's New Building, A1 Khalifah Road, **Manama** (Postal address: P.O. Box 114, Bahrain). ('Political Bahrain.) (Tel. 3597.) (Telex GJ216 a/b PROD BAH GJ216.)

BARBADOS—British High Commission, 147/9 Roebuck Street (P.O. Box 676c). **Bridgetown.** (Tel. 63525.) (Telex WB219 a/b Ukrep, BRI WB 219.)

BELGIUM—British Embassy, Britannia House, Rue Joseph II, 28, B-1040 **Brussels.** (Tel. 191165, 181709, 187600.) (Telex 23462 a/b Prodrome Bruxls.)

Antwerp—British Consulate-General, Frankrijklei, 105, B-2000. Antwerp. (Tel. 326940, 328829.) (Commercial correspondence should be addressed in the first instance to the Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London. EC4M 7HU, or to the British Embassy, Brussels, B-1040.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Department of Trade and Industry, or to Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

BOLIVIA—British Embassy, Avenida Arce 2732-2754 (Casilla 694), **La Paz.** (Tel. 29400 and 29404.) (Telex BX 5228 a/b Prodrome BX 5228.)

BOTSWANA—British High Commission, Private Bag 23, **Gaborone.** (Tel. 483/5.)

BRAZIL—British Embassy, Praia do Flamengo 284-2. Andar, **Rio de Janeiro** (Postal address: Caixa Postal 669-ZC-00). (Tel. 225-7252.) (Telex 31802 a/b Prodrome Rio.)

Sao Paulo—British Consulate-General, Avenida Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846). (Tel. 287 7722.) (Telex 021846 a/b Britain SPO.)

BRUNEI—British High Commission, Jalan Residency, **Bandar Seri Begawan,** State of Brunei. (Tel. 2231.) (Telex BRUX 211 a/b UKREP, BRUNEI.)

BULGARIA—British Embassy, Boulevard Marshal Tolbukhin 65-67, **Sofia.** (Tel. 885361/2.) (Telex 363 a/b Prodrome Sofia.)

BURMA—British Embassy, 80 Strand Road (P.O. Box 638), **Rangoon.** (Tel. 15700.)

CAMBODIA—Renamed—see KHMER REPUBLIC.

CAMEROON—British Embassy, Le Concorde, Avenue de l'Intendence, Boite Postale 547, **Yaoundé.** (Tel. 220545 and 220796.) (Telex 8200 a/b Prodrome YDE.)

Buea—British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 326223.) (Telex 5245 a/b Britain Buea.)

(NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.*)

CANADA—British High Commission, 80 Elgin Street, **Ottawa** K1P 5K7, Ontario. (Tel. 237-1530.) (Telex 013266 a/b Ukrep, OTT.)

Montreal—British Government Office, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) (Telex 01-26437 a/b Ukrep, MTL.)

Toronto—British Government Office, 8th Floor, 200 University Avenue, Toronto 1. Ontario (Tel. 864-1290.) (Telex 02-29531 a/b Ukrep, TOR.)

Vancouver—British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver 2, British Columbia. (Tel. 683-4421.) (Telex 04-51287 a/b Ukrep, VCR.)

Winnipeg—British Government Office, 402 Monarch Life Building, 333 Broadway Avenue Winnipeg, 1, Manitoba. (Tel. 942-3151.) (Telex 03-5465 a/b Ukrep, WPG.)

Edmonton—British Government Office, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton 15, Alberta. (Tel. 424-0481.) (Telex 037-2421 a/b Ukrep. EDM.)

Regina—British Government Office, 815 Avord Tower, 2002 Victoria Avenue, Regina, Saskatchewan. (Tel. 527-6459, 527-6350.) (Telex 031-2360 a/b Ukrep REG.)

Halifax—British Government Office, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 014-422634 a/b Ukrep, HFX.)

Quebec City—British Government Office, La Laurentiénne 500 Grand-Allée Est., Suite 707 Quebec 4, PQ. (Tel. 525-5187.) (Telex 01-1246 a/b Ukrep, QBC.)

CEYLON—British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, **Colombo** 3. (Tel. 27611/15). (Telex 101 a/b Ukrep, Colombo.)

CHILE—British Embassy, P.O. Box 72-D, Bandera 227, **Santiago.** (Tel. 61151/5.) (Telex SGO341 a/b Prodrome, Santiago.)

CHINA—Office of the British Chargé d'Affaires, 7 Kuang Hua Lu, Chien Kou Men Wai, **Peking.** (Tel. 55-3931/2/3.)

COLOMBIA—British Embassy, Carrera 10, No. 19-65, 7° Piso, **Bogota.** (*Airmail address:* Apartado Aereo 4508, Bogota.) (Tel. 34-90-80.) (Telex 44503 ab/ 44503 BRIT CO.)

CONGO, DEMOCRATIC REPUBLIC OF—British Embassy, 9 Avenue Bernaert, 5th Floor Building Credit Congolaise, B.P. 8049. **Kinshasa.** (Tel. 23483).

Lubumbashi—British Consulate/General, 669 Boulevard l'U.E.A.C., B.P. 973, 'Lubumbashi'. (Tel. 2434.) (Telex 249 a/b Britain, EVL.)

COSTA RICA—British Embassy, Paseo Colon, 3202, Apartado 10056, **San José.** (Tel. 21-58-16 and 21-56-88.) (Telex CR169 a/b CR169 Prodrome.)

CUBA—British Embassy, Edificio Bolivar, Capdevila 101-103, e Morro y Prado, **Havana.** (Tel. 61-5681.) (*Address for correspondence* c/o P.O. Box N.1229. Nassau, Bahamas.)

CYPRUS—British High Commission, P.O. Box 1978, Alexander Pallis Street, **Nicosia.** (Tel. 73131-5.) (Telex 2208 a/b Ukrep NIC.)

CZECHOSLOVAKIA—British Embassy, Thunovska 14, **Prague** (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 011011 a/b PRDM C)

DENMARK—British Embassy, 38-40 Kastelsvej, DK-2100 **Copenhagen Ø.** (Tel. Tria 6360.) (Telex 2706 a/b Prodrome KH.)

Aarhus—British Vice-Consul (Commercial), B. P. Huset, Europaplads 2 ii 8000 Aarhus C. (Tel. (06) 12 25 00.)

(*There is also an Honorary Consul in the* **Faroe Islands** *at Thorshavn who will be glad to see British business visitors:*

British Consulate, The Quay, **Thorshavn,** Faroe Islands. (Tel. Bryggjan 1690.))

DOMINICAN REPUBLIC—British Embassy, Apartado 1352, No. 84 Avenida Independencia, **Santo Domingo.** (Tel. 682-3128/9.) (Telex 3460075 a/b 3460075 Prodrome.)

ECUADOR—British Embassy (opposite Hotel Quito), Gonzalez Suraez 111, **Quito** (Postal address: Casilla 314, Quito). (Tel. 230070/3.) (Telex 38 a/b Prodrome ED.)

EGYPT, ARAB REPUBLIC OF—British Embassy, Kar-el-Dulara, Garden City, **Cairo.** (Tel. 20850.)

EL SALVADOR—British Embassy, 13a Avenida Norte (Continuacion), No. 611, Colonia Duenas, **San Salvador.** (Tel. 219667 and 219106.) (Telex 20133 a/b Prodsalv.)
(*Postal address: Embajada Britanica, Apartado 601, San Salvador, El Salvador, Central America.*)

ETHIOPIA—British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, **Addis Ababa.** (Tel. 51166.)
Eritrea—British Consulate, Gellatly Hankey Building, Av. Haile Selassie I, P.O. Box 254, **Asmara.** (Tel. 10131.)

FIJI—British High Commission, Civic Centre, Stinson Parade (PO Box 1355) **Suva** ('Britcom Suva'.) (Tel. 311033.) (Telex FJ 1129 a/b Ukrep SUV.)

FINLAND—British Embassy, Uudenmaankatu 16-20, **Helsinki** 12. (Tel. 12574.) (Telex 121122 a/b UKHKI SF.)

FRANCE—British Embassy, 35 Rue du Faubourg St. Honoré, **Paris** 8e. (Tel. 265-2710/5; 265.06.20/4.) (Telex 65264 a/b Inform Paris.)
Bordeaux—British Consulate-General, 15 Cours de Verdun, 33-Bordeaux. (Tel. 52-28-35/6). (Telex 57440 a/b Britain BORDX.)
Lille—British Consulate-General, 60 Boulevard de la Liberté, 59-Lille (Nord.) (Tel. 57. 35.49 and 57.01.77.) (Telex 82669 a/b Britain Lille.)
Lyons—British Consulate-General, 24 Rue Childebert, 69- Lyons 2e, Rhone. (Tel. 37.59. 67/8.) (Telex 33254 a/b Britain, Lyon.)
Marseilles—British Consulate-General, 24 Avenue du Prado, 13-Marseilles 6e (Bouches du Rhonee). (Tel 37.68.54/6,) (Telex 42307 a/b Britain, Marsl.)
Strasbourg—British Consulate-General, 10 Rue du General de Castelnau, 67-Strasbourg (Tel. 36.64.91.) (Telex 87995 a/b Bristra, Strbg.)

GAMBIA—British High Commission, 78 Wellington Street, P.O. Box 507, **Bathurst.** (Tel. 244/6.)

GERMANY—British Embassy, 53. **Bonn,** Friedrich-Ebert Allec 77. (Tel. 22202.) (Telex 886887 a/b 886887 Brinf D.)
Berlin—British Consulate-General, Berlin 12, Uhlandstrasse 7-8. (Tel. 309-52-95.) (Telex 184268 a/b UKBLN D.)
Dusseldorf—British Consulate-General Düsseldorf, Cecilienalle 16. (Tel. 434281-5.) (Telex 8-584855 a/b 8584855 Combrit.)
Frankfurt—British Consulate-General, 6000 Frankfurt/Main, Bockenheimer Landstrasse 51-53. (Tel. 720406.) (Telex 414932 a/b UKFFT D.)
Hamburg—British Consulate-General, Hamburg, 13, Harvestehuderweg 8a. (Tel. 45 13 51/5.) (Telex 213562 a/b BRHBG D.)
Hanover—British Consulate-General, Hanover Aegidientorplatz 1. (Tel. 26451.) (Telex 923263 a/b BOGHN D.)
Munich—British Consulate-General, 8 Munich 13, Akademiestrasse 7. (Tel. 394015/7.) (Telex 529959 a/b UKMUN D.)
Stuttgart—British Consulate-General, Stuttgart, Königstrasse 45. (Tel. 293216/8.) (Telex 722397 a/b UKST D.)

TELEGRAPHIC ADDRESS unless otherwise stated:
Embassies—'Prodrome' followed by the town name.
Consular offices—'Britain' followed by the town name.
High Commission offices—'Ukrep' followed by the town name.

GHANA—British High Commission, Barclays Bank Building, High Street, P.O. Box 296, **Accra.** (Tel. 64651.)
(*The P.O. Box number must be used for all correspondence.*)

GREECE—British Embassy, 1, Ploutarchou Street, **Athens** 139. (Tel. 736211 (10 lines.)) (Telex 216440 a/b 216440 Lion GR.)

GUATEMALA—British Consulate, Edificio Maya, Via 5, No 4-50, 8° Piso, Zona 4, **Guatemala City.** (Tel. 61329 and 64375.) (Telex 279 a/b Briton GU.)

GUYANA—British High Commission, 44 Main Street, (P.O. Box 625), **Georgetown.** (Tel. 2881/3.) (Telex GY221 a/b Ukrep GY221.)

HAITI—British Consulate, Shell Building (P.O. Box 1302), **Port Au Prince.** (Tel. 3472.)

HONDURAS—British Embassy, Apartado 290, Avenida La Paz, **Tegucicalpa.** (Tel. 2-0479/80.) (Telex HT 138 a/b HT 138 PRODTEGU.)

HONG KONG—British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, **Hong Kong.** ('Uktrade, Hong Kong.') (Tel. H. 230176-8.) (Telex HX 3031 a/b Uktrade HX 3031.)

HUNGARY—British Embassy, Hamincad Utca 6, **Budapest V.** (Tel. 182-880.) (Telex 224527 a/b Prodrome, BPEST.)

ICELAND—British Embassy, Laufasvegur 49, **Reykjavik.** (Tel. 15883/4.) (Telex 2037 a/b UKREYK IS.)

INDIA—British High Commission in India, Chanakyapuri, **New Delhi** 21. (Tel. 70371.)
Calcutta—British High Commission, 1 Ho Chi Minh Sarani. P.O. Box 9073, Calcutta 16. (Tel. 44-5171.)
Bombay—British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Bombay, 1. (Tel. 25.99.81/5.)
Madras—British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

INDONESIA—British Embassy, Djalan Thamrin 75, **Djakata.** (Tel. 41091/8.)

IRAN—British Embassy, Avenue Ferdowsi, **Tehran.** (Tel. 45011/4.)

IRAQ—British Embassy (Commercial Department), Shaheen Building, Sa'adoun Street, Kard al-Pasha. **Baghdad.** (Tel. 99001/3.)

IRISH REPUBLIC—British Embassy, 30 Merrion Square, **Dublin,** 2. (Tel. 65678/9.) (Telex 5296 a/b 5296 UKDB EI.)

ISRAEL—British Embassy, 192 Hayarkon Street **Tel Aviv.** (Tel. 249171-5.) (Telex 559 a/b R. Prodrom TLVIV.)

ITALY—British Consulate-General, Via San Paolo 7, I-20121 **Milan.** (Tel. 803-442-6.) (Telex 31528 a/b 31258 Britain.)
(*Milan is the senior commercial post and central point for British trade prom otion work in Italy.*)
Rome—British Embassy, Via XX Settembre 80A, I 00187 Rome. (Tel. 4755551-5.) (Telex 61409 a/b 61049 Prodrome.)
Florence—British Consulate, Palazzo Castelbarco Lungarno Corsini 2, I 50123 Florence. (Tel. 26.35-56.) (Telex 57270 a/b 57270 BRITAIN.) **Genoa**—British Consulate-General, Via XII Ottobre 2 (13 Piano), I 16121 Genoa. (Tel. 564.833.5.) (Telex 27689 a/b 27689 BRITAIN.) **Naples**—British Consulate-General, Via Francesco Crispi 122, I 80122 Naples. (Tel. 663883, 663320.) (Tel. 71330 a/b 71330 BRITAIN.)
Bari—British Trade Representative, Via F lli Rosselli 38, I 70126, Bari. (Tel. 330791.)
Palermo—British Consulate, Palazzo Vassillo, Via Marchese di Villabianco 9. I 90143 Palermo. (Tel. 253364-6.)
Turin—British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.) (Telex 21464 a/b 21464 Britain.)
Venice—British Consulate, Accademia 1051, Dorsoduro, I 30123 Venice (Postal address, British Consulate, P.O. Box 469, I 30100 Venice.) (Tel. 27408 and 27207.) (Telex. 41283 a/b 41283 Britain.)

IVORY COAST—British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, **Abidjan** (Postal address: Boite Postale 2581, Abidjan.) (Tel. 22.66.15, 32.27.76 and 32.29.80.) (Telex 706 a/b Prodrome Abidjan.)

JAMAICA—British High Commission. P.O. Box 393, Barclays Bank Building, 54 King Street, **Kingston,** Jamaica. (Britcom, Kingston.) (Tel. 22461-3.) (Telex 2110 a/b Ukrep, Kin Ja.)

JAPAN—British Embassy, 1 Ichibancho, Chiyoda-ku, **Tokyo** 102. (Tel. (03) 265-5511.) (Telex J 2755 a/b Prodrome.)
Osaka—British Consulate-General, Hongkong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. (Tel. (06) 231-3355/7.) (Telex 522 5167 a/b Britain OSA or Briosk.)

JORDAN—Commercial Section, British Embassy, King Hussein Street, P.O. Box 6062, **Amman.** (Tel. 37374-5.)

KENYA—British High Commission in Kenya, P.O. Box 30133, 13th Floor, Bruce House, Standard Street, **Nairobi.** (Tel. 28001 and 28791.) (Telex 22219 a/b Ukrep, Nairobi.)

KHMER—British Embassy, 96 Moha Vithei, Norodom (P.O. Box 150). **Phnom Penh.** (Tel. 23974/5.)

KOREA—British Embassy, No. 4 Chung dong, Sudaimoon-ku, **Seoul.** (Tel. 75-7341/3.)

KUWAIT—British Embassy, 6 Kuwait Investment Company Building (5th Floor), Ahmad al-Jabir Street, Plot 6, Area 9 (P.O. Box SAFAT 300). **Kuwait.** (Tel. 39221/2.) (Telex 215 a/b Prodrome KWT.)

LAOS—British Embassy, Rue J. Nehru, P.O. Box 224, **Vientiane.** (Tel. 2333 and 2374.)

LEBANON—British Embassy, Avenue de Paris Ras Beirut, **Beirut.** (Tel. 221550-3, 225615, 232195.)

LESOTHO—British High Commission, P.O. Box 521, **Maseru.** (Tel. 3961.)

LIBERIA—British Embassy, P.O. Box 120, 'Mamba Point,' **Monrovia.** (Tel. 21055, 21107.) (Telex 216 a/b Prodrome MVIA.)

LIBYA—TRIPOLITANIA and LIBYA as a whole: British Embassy in Libya, 30 Trig Alfatah, **Tripoli,** Libyan Arab Republic (Postal address: Commercial Section, British Embassy, B.F.P.O. No. 57 (NOTE—The words '*Tripoli/ Libyan Arab Republic*' should *not* appear after the B.F.P.O. number as this can give rise to delay.) (Tel. 31191/5.) For **Cyrenaica** only: British Embassy in Libya, 36 Sharia Oziere, **Benghazi** (Postal address: Commercial Section, British Embassy, P.O. Box 1294, Benghazi, Libyan Arab Republic.) (Tel. 3670 and 2863.)

LUXEMBOURG—British Embassy, 28 Boulevard Royal, **Luxembourg.** (Tel. 29864/5.) (Telex 443 a/b Prodrome LUX.)

MADAGASCAR (MALAGASY REPUBLIC)—Commercial Attaché, British Embassy, 41 Rue Choiseul Boite Postale 167, **Tananarive.** (Tel. 206-50.) (Telex 226 a/b Prodrome, TANA.)

MALAWI—British High Commission, P.O. Box 479, Victoria Avenue, **Blantyre.** (Tel. 8456/7/8/9/60.)

MALAYSIA—British High Commission (P.O. Box 1030), 13th Floor, Wisma Damansara, Jalan Semantan, **Kuala Lumpur.** (Tel. 202666.) (Telex KL 275 a/b UKIMFR, KL.)

MALTA—British High Commission, 7 St. Anne Street, **Floriana.** (Tel. Central 21285/6/7.) (Telex MW249 a/b Ukrep, Malta.)

MAURITIUS—British High Commission, P.O. Box 586, Cerne House, Chaussée Street, **Port Louis.** (Tel. 2-0201.)

MEXICO—British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., **Mexico 5 D.F.** (Tel. 511.48.80/85.) (Telex 01773093 a/b Prodrome, Mex.)

MONGOLIA—British Embassy, 36 Peace Street (P.O. Box No. 703), **Ulan Bator,** The People's Republic of Mongolia. (Tel. 51033.)

MOROCCO—British Embassy, 28 bis Avenue Allal ben Abdullah (Boite Postale 45), **Rabat.** (Tel. 20905/6; 31403/4 and 32996.) (Telex 31022 a/b Prodrome, Rabat.)

Casablanca—British Consulate-General, 60 Boulevard d'Anfa (Boite Postale 762), Casablanca. (Tel. 614-40/1.)

Tangier—British Consulate-General (B.P. 2033 (Socco)), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MOZAMBIQUE (Portuguese East Africa)—British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, **Lourenco Marques.** (Tel. 26011/2.)

MUSCAT and OMAN — re-named — see 'OMAN'.

NEPAL—British Embassy, Lainehaur, P.O. Box 106, **Kathmandu.** (Tel. 11081, 11588/9.)

NETHERLANDS—British Embassy, Lange Voorhout 10, **The Hague.** (Tel. 64.58.00.) (Telex 31600 a/b 31600 BEMB NL.)

Amsterdam—British Consulate-General, Herengracht 460, Amsterdam C. (Tel. (020) 234607.)

NEW ZEALAND—British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, **Wellington,** C.I. (Tel. 46-060.) (Telex NZ 3325 a/b NZ3325.)

Auckland—British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.I. (Postal address: Private Bag, Auckland, C.1.) (Tel. 32-973 and 49-646.) (Telex NZ2412 a/b Ukrep AK 2412.)

Christchurch—British High Commission, P.O. Box 1762, B.N.Z. House, Cathedral Square, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.) (Telex NZ4428 a/b Ukrep CH 4428.)

TELEGRAPHIC ADDRESS unless otherwise stated:
Embassies—'Prodrome' followed by the town name.
Consular offices—'Britain' followed by the town name.
High Commission offices—'Ukrep' followed by the town name.

NICARAGUA—British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt 208, **Managua,** D.N. (Postal address: Apartado 13, Managua, D.N. Nicaragua.) (Tel. 25301/2.) (Telex 3420028 a/b Prodmga 3420028.)

NIGERIA—British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, **Lagos** (Postal address: Private Mail Bag 12136, Lagos, Nigeria). (Tel. 51630.) (Telex 21247 a/b Ukrep, Lagos.)

Benin City—Office of the British Deputy High Commissioner, U.A.C. Main Premises, Siluko Road (Private Mail Bag 1094), Benin City. (Tel. 805/6.)

Ibadan—Office of the British Deputy High Commissioner, Finance Corporation Building, Lebanon Street (Private Mail Bag 5010), Ibadan. (Tel. 21551.)

Kaduna—Office of the British Deputy High Commissioner, Deputy High Commissioner, Office of the United Bank for Africa Building, Yakubu Gowon Way (Private Mail Bag 2096), Kaduna. (Tel. 2573/5.)

NORWAY—British Embassy, Thomas Heftyesgate 8, **Oslo,** 2. (Tel. 56.38.90/7.) (Telex 11575 a/b 11575 UKOSL N.)

Bergen—Consul, British Consulate, Slottsgaten 1, Bergen. (Tel. 10990.)

OMAN—British Embassy, **Muscat.** (Tel. 411-418.) (Telex MB 216 a/b Prodrome MB 216.)

PAKISTAN—British High Commission, Diplomatic Enclave, Ramna 5 (P.O. Box 1122), **Islamabad,** West Pakistan. (Tel. 22131/5.)

Karachi—British High Commission, First Floor, Finlay House, I. I. Chundrigar Road, Karachi. (Tel. 230920-8 and 223985.)

Dacca—British High Commission, D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 243251-3, 244216-7.)

Lahore—British High Commission, P.O. Box 416, 4 Race Course Road, Lahore, West Pakistan. (Tel. 60141-2.)

PANAMA—British Embassy, Via Espana 120, **Panama City** (Postal address: Box B. Balboa Post Office, Canal Zone, Panama). (Tel. 23-0451.) (Telex 3481020 a/b Propana.)

PARAGUAY—British Embassy, 25 de Mayo 171, **Asuncion** (Postal address: Casilla de Correo 404, Asuncion). (Tel. 49146.) (Telex 139 a/b Prodrome 139 PY.)

PERU—British Embassy, P.O. Box 854, Edificio Pacifico-Washington—12th Floor, Plaza Washington, Avenida Arequipa (Sextra Cuadra), **Lima.** (Tel. 283830.) (Telex PX 5230 a/b Prodrome, PX5230.)

PHILIPPINES—British Embassy, P.O. Box 295, 9th Floor, L. & S. Building, 1414 Roxas Boulevard, **Manila.** (Tel. 59-24-61.) (Telex PN 3282 a/m Prodrome PN 3282.)

POLAND—British Embassy, Aleje Roz 1, **Warsaw.** (Tel. 281001-5.) (Telex 813694 a/b PROD PL.)

PORTUGAL—British Embassy, Rua de S. Domingos a Lapa 35-39, **Lisbon** 3. (Tel. 661191/5.) (Telex 1278 a/b Prolis P.)

QATAR—British Embassy, P.O. Box 3, **Doha.** (Tel. 22637.) (Telex Prodrome DH 205 a/b Prodrome, DH 205.)

ROMANIA—British Embassy, 24, Strada Jules Michelet, **Bucharest.** (Tel. 11.16.35/6.) (Telex 011-295 a/b Prodrome, BUC.)

SAUDI ARABIA—British Embassy, Commercial Section, Dutch Bank Building, 4th Floor, (P.O. Box 393), **Jedda.** (Tel. 6631.)

SENEGAL—British Embassy, 20 Rue du Docteur Guillet (B.P. 6025), **Dakar.** (Tel. 22383.) (Telex 548 a/b Prodrome, DKR.)

SIERRA LEONE—British Trade and Information Centre, 4th Floor, Leone House, Westmoreland Street, **Freetown.** (Tel. 4096.) (Telex 235 a/b Ukrep FTN 235.)

SINGAPORE—British High Commission, Phoenix Park, Tanglin Road, **Singapore** 10 (Postal address: P.O. Box 19, Tanglin Post Office). (Tel. 640461.) (Telex RS 299 a/bBritcom.)

SOMALI REPUBLIC—British Embassy, Via Londra 7/8, P.O. Box 1036, **Mogadishu.** (Tel. 2288.)

SOUTH AFRICA, REPUBLIC OF—British Embassy, 6 Hill Street, **Pretoria.** (Tel. 74-3121.) (Telex 44641 a/b 44641 PR.)

Johannesburg—British Consulate-General, 8th Floor, B.P. Centre, corner Kerk/Harrison Street, P.O. Box 10101, Johannesburg (Britconsul, Johannesburg.) (Tel. 834-6411.) (Telex 43-7115 JH a/b 43-7115 JH.)

(*Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.*)

Cape Town—British Consulate-General, 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Tel. 41-1466/8.) (Telex 5-7447CT a/b 5-7447CT.)

Durban—British Consulate General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) (Telex 6-7428 a/b 6-7428 DN.)

Port Elizabeth—British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 29549/29540.)

SOUTHERN YEMEN — Re-named — see 'Yemen, People's Democratic Republic of.'

SPAIN—British Embassy, Fernando el Santo 16, **Madrid 4.** (Tel. 419-0200/8.) (Telex 27656 a/b 27656 Ingla E.)

Barcelona—British Consulate-General, Calle Junqueras 18 (Apartado de Correos 1401), Barcelona 3. (Tel. 2220791.)

Bilbao—British Consulate-General, Gran Via 30, Bilbao. (Tel. 214780.)

Seville—British Consulate, Calle Mendez Nunez 17 (4°), Seville. (Tel. 228875.) (Telex 72172 a/b 72172 BRSEV E.)

Valencia—British Consulate, Calle Cronista Carreres 1, 4a Valencia 3. (Tel. 21-12-75.)

Vigo—British Vice-Consulate, Plaza de Compostela No. 23 (6°), (P.O. Box 49), Vigo. (Tel. 211450.)

Palma de Mallorca—British Consulate, 23-1° Jaime III, Palma de Mallorca. (Tel. 212085, 212445.)

Las Palmas—British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones, 33 Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.)

Santa Cruz—British Consulate, Calle del Si 3, 3rd Floor (esquiña a Villalba Hervas), Apartado 109, Santa Cruz de Tenerife, Canary Islands. (Tel. 242000 and 247975.)

SUDAN—British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, **Khartoum.** (Tel. 70760, 70766-9.)

SURINAM—*There is an Honorary Vice-Consul at the British Vice-Consulate at Paramaribo who will be pleased to see business visitors. His address is:* Mr. Lim, Apostraat 1 (P.O. Box 1300), **Paramaribo.** (Tel. 77455.)

SWAZILAND—British High Commission, Alister Miller Street, **Mbabane.** (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.) (Telex SAX 39, a/b SAX 39.)

SWEDEN—British Embassy, Skarpögatan 6-8, S-115 27 **Stockholm.** (Tel. 67.01.40.) (Telex 19340 a/b Britemb S.)

Gothenburg—British Consulate-General Götgatan 15, S-411 05 Gothenburg. (Tel. 13.62.77). (Telex 20041 a/b Britain S.)

Malmo—British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 30806.)

SWITZERLAND

Zurich—British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42 and 342571.) (Telex 54260 a/b 54260 UKZUR CH.) [*Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.*]

Berne—British Embassy, Thunstrasse 50, 3005 Berne. (Tel. (031) 445021/8.) (Telex 32687 a/b UK BNECH.)

Basle—British Consulate, P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 23.58.43.) (Telex 62959 a/b UKBAL CH.)

Geneva—British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1202 Geneva. (Tel. (022) 34.38.00, 33.23.85.) (Telex 22956 a/b 22956A or (B) UKGV CH.)

TAIWAN—British Consulate, Chung Cheng Road, **Tamsui.** (Tel. 2.)
[*The Commercial Section of the Consulate* is at 11 Chungchien Building, 79 Chungshan North Road, SEC 2, Tapei. (Tel. 541425.) (Telex TP 746 a/b BRITAIN TP.)

TANZANIA—British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, **Dar-es-Salaam.** (Tel. 29601.) (Telex 41004 a/b Ukrep DSM.)

THAILAND—British Embassy, Pleonchit Road, **Bangkok.** (Tel. 53291.)

TOGO—British Embassy, Boulevard Circulaire Boite Postale 892, **Lome,** Republic of Togo. (Tel. 2085.) (Telex 210 a/b Prodrome, Lome.)

TONGA—British High Commission, **Nukualofa.**

TRINIDAD AND TOBAGO–British High Commission, Furness House, 90 Independence Square, P.O. Box 778, **Port of Spain,** Trinidad. (Tel. 52861/6.) (Telex POS 224 a/b Ukrep 224.)

TRUCIAL STATES

Abu Dhabi—HM Political Agency, Commercial Secretariat, First Floor, Shaikh Khalid Bin Sultan Building No. 3 Abu Dhabi (Postal address: P.O. Box 248, Abu Dhabi). (Tel. 22571/3.) (Telex AH234 a/b Political AH 234.)

Dubai—HM Political Agency, Ground Floor, Shaikh Ali Building (P.O. Box 65), Deira, Dubai. ('Political, Dubai.') (Tel. 21452 and 23788.) (Telex 426 a/b Political DB 426.)

TUNISIA—British Embassy, 5 Place de la Victoire, **Tunis.** (Tel. 240.259, 240.292.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Department of Trade and Industry, or to Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

TURKEY—British Embassy, Sehit Ersan Caddesi, 46a Cankaya, **Ankara.** (Tel. 183240/45.)

Istanbul—British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 44.75.40 and 44.75.45-9.) (Telex 298 a/b Britain IST.)

UGANDA—British High Commission, P.O. Box 7070, 10-12 Parliament Avenue, **Kampala.** (Tel. 57054/9.) (Telex 61006 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC—Re-named: see **EGYPT, ARAB REPUBLIC OF.**

UNITED STATES

Washington—British Embassy, 3100 Massachusetts Avenue, N.W., Washington D.C. 20008. (Tel. 4621340, Area Code 202.) (Telex 892370 a/b Prodrome, WSH.) (Telex for Commercial Section only 89-2580 a/b BRITRADE WASHINGTON.)

New York—British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258, Area Code 212.) (Telex 126919 a/b Prodrome NYK.)
[*New York is the senior commercial post and the central point for British trade promotion work in the USA. Export Credits Guarantee Department's representative in N. America, Mr. J. H. Hall, is at the same address.*]

Atlanta—British Consulate-General, Suite 912, 225 Peach Tree Street, N.E., Atlanta, Georgia 30303. (Tel. 524-2691/2, Area Code 404.) (Telex 542517 a/b Britain ATL.)

Boston—British Consulate-General, Suite 4740. Prudential Tower, Prudential Centre, Boston, Massachusetts 02199. (Tel. 261-3060, Area Code 617.) (Telex 946412 a/b Britain BSN.)

Chicago—British Consulate-General, 33 N. Dearborn Street, Chicago, Ill. 60602. (Tel. 346-1810, Area Code 312.) (Telex 254432 a/b Britain CGO.)

Cleveland—British Consulate-General (Commercial), 1823 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674, Area Code 216.) (Telex 980126 a/b Britain CLV.)

Dallas—British Government Trade Office, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Tecas 75207. ('Britrade, Dallas.') (Tel. 637-3600, Area Code 214.) (Telex 730382 a/b Britrade DAL.)

Detroit—British Consulate-General (Commercial), 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776, Area Code 313.) (Telex 230158 a/b Britain DET.)

Honolulu—British Consulate-General, 1202 First Hawaiian Bank Buildings, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 536-1048/9.) (Telex 634161 a/b Britain 634161.)

Houston—British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. 223-2301, Area Code 713.) (Telex 762-307 a/b Britain HOU.)

Los Angeles—British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California 90010. (Tel. 385-7381, Area Code 213.) (Telex 677421 a/b Britain LSA.)

Miami—British Consulate, 700 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida 33131. (Tel. 358-5388, Area Code 305.) (Telex 519468 a/b Britain MIA.)

Minneapolis—British Government Trade Office, 922 Midwest Plaza Building, Minneapolis, Minnesota 55402. (Tel. 335-0921, Area Code 612.) (Telex 290122 a/b Britrade MPS.)

Philadelphia — British Consulate-General (Commercial), 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. 925-2430, Area Code 215.) (Telex 834636 a/b Britain PHA.)

San Juan—British Consulate, Room 1024, Banco Popular Centre, Hato Rey, San Juan 2, Puerto Rico (Postal address: P.O. Box 1307, San Juan, Puerto Rico 00902.) (Tel. 767-4435.) (Telex 365270 a/b 365270 Britain.)

St. Louis—British Consulate-General (Commercial), 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. 621-4688/9, Area Code 314.) (Telex 447190 a/b Britain STL.)

San Francisco—British Consulate-General, 9th Floor, Equitable Life Buildings, 120 Montgomery Street, San Francisco 94104, California. (Tel. 981-3030, Area Code 415.) (Telex 340628 a/b Britain SFO.)

Seattle—British Consulate-General (Commercial), 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 622-9253, Area Code 206.) (Telex 329602 a/b Britain SEA.)
[*There is also a Vice-Consul at Baltimore and a Consul at Norfolk who will be glad to see business visitors.*]

Baltimore—British Consulate, Suite 3406, 222 St. Paul Place, Baltimore, Maryland 21202. (Tel. 727-1082, Area Code 301.)

Norfolk—British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934, Area Code 703.)

URUGUAY—British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, **Montevideo.** (Tel. 9-2501.) (Telex 398139 a/b Prodrome UY.)

USSR—British Embassy, Commercial Department, Kutuzovsky Prospekt 7/4, **Moscow** G248. (Tel. 241-1033/4.) (Telex 7341 a/b Prodrome Moscow.)

VENEZUELA—British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Chuao, **Caracas.** (Postal address: Apartado 1246, Caracas.) (Tel. 91.10.91, 91.12.55.) (Telex 22768 a/b 22768 Procarac.)

VIETNAM—British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, **Saigon.** (Tel. 23441/2.)

YEMEN ARAB REPUBLIC—First Secretary and Head of Chancery, **Sana'a.**

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF—British Embassy, 28 Ho Chi Minh Street, Khormaksar, **Aden.** (Tel. 24171-5 and 24215.)

YUGOSLAVIA — British Embassy, Ulica Generala Zdanova 46, **Belgrade.** (Tel. 645.055.) (Telex 11468 a/b 11468 YU Probel.)

Zagreb—British Consulate-General, Ulica Ilica 12 (P.O. Box 454), Zagreb. (Tel. 424543.) (Telex 21309 a/b 21309 YU BR ZAG.)

ZAMBIA—British High Commission, Nationalist Road, P.O. Box RW50, **Lusaka.** (Tel. 51122.) (Telex LS 4115 a/b Ukrep ZA 4115.)

British Trade Correspondents

TRADE correspondents generally give part-time service to the Department of Trade and Industry. Often they are Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Department of Trade and Industry, or to Export Services Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, **Windhoek**, South West Africa. (Tel. 7983.)

BERMUDA: Mrs. A. Brackstone, c/o Visitors' Service Bureau, **Hamilton.** (Tel. 1-2038.)

BRITISH HONDURAS: Mr. Gordon Roe, 6 Ford Street, P.O. Box 438, **Belize City.** (Tel. 2383.)

FALKLAND ISLANDS: The Colonial Secretary, **Stanley.**

GIBRALTAR: The Financial Secretary, Government Secretariat, **Gibraltar.** (Tel. 2971, Ext. 51.) (Telex 223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLAND COLONY: The Accountant-General, Treasury Department, Bairiki, **Tarawa**, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, **Conakry**, Republic of Guinea. (Tel. 425/21, 431-02.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, **St. John's**, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allan, OBE, CMG, Resident Commissioner, **Vila.**

SEYCHELLES: Registrar of Co-operative Societies, Victoria, **Mahe**, Seychelles.

ST. HELENA: Collector of Customs, The Colonial Treasurer's Office, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box 201, **Honiara**, British Solomon Islands Protectorate.

TASMANIA: Mr. W. T. Loney, OBE, National Mutual Buildings, 119 Macquarie Street, **Hobart.** (Postal address: GPO Box 1068L, Hobart.) (Tel. Hobart 2-2776/7.)

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).

Towns and countries in which commercial representation is available

Town	Country
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Banda Seri Begawan	Brunei
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Romania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	Egypt/ Arab Republic of
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabu	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Oman
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New Delhi	India
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Norfolk	United States
Nukualofa	Tonga
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Oslo	Norway
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Paramaribo	Surinam
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
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Port Elizabeth	South Africa
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San Francisco	United States
San Jose	Costa Rica
San Juan	Puerto Rico (USA)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
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Town	Country
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
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Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
Taipei	Taiwan
Tamsui	Taiwan
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
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Department of Trade and Industry

Offices providing services for British exporters

Headquarters

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oil tankers. We are therefore most concerned in this country to improve the standards of navigation in these waters and to safeguard our shores against oil pollution. As you know, in the past months there have been a number of incidents which have caused us some difficulty and concern.

'In these circumstances, the British Government, supported by the Governments of other countries, in particular France, proposed in the Intergovernmental Maritime Consultative Organisation that the existing traffic separation scheme which had been agreed by IMCO for the Dover Strait should be made mandatory. Up to the present this scheme has been advisory and we believe that a substantial cause of accidents has been the fact that a percentage of ships have been travelling the wrong way in the main traffic lanes.

'As a result of the agreement to which I have referred, recommendations have now gone to Governments to oblige ships of their flag to observe the traffic separation scheme and in particular only to travel the right way in the right lane. Various countries are taking measures to put this into effect and we in this country are preparing a statutory instrument to impose the provisions on British ships.

'It is our intention to monitor traffic in the Dover Strait by radar and for this reason we have installed new equipment in the Coastguard Station here at St. Margaret's Bay. When the arrangements come into full operation it will be our intention that if ships are seen to be going the wrong way in the traffic lanes we will seek to identify them and for this we may use various means, including the helicopter which is operated from Manston. If a ship is identified we would plan to report it to its flag Government and at the same time to broadcast information about it to other shipping.

Assistance—not policing

'I do, however, wish to emphasise that our arrangements are essentially designed to assist mariners rather than to police them. This country has always been a great seafaring nation and we have fought hard to maintain the freedom of the seas for our ships. This freedom has been written into international conventions in the framing of which we have played a leading part. We therefore must take care that measures designed for the Dover Strait do not invite retaliation on our ships in other parts of the world. It is for this reason that we have always placed a great importance on international agreement for the control of international waterways and on co-operation in the enforcement of traffic separation with other countries and in particular in this case with the French Government.

'We firmly believe that the vast majority of mariners are very willing to submit voluntarily to disciplines which will help them to navigate difficult areas safely. We have therefore concentrated on methods to give guidance to the mariner. Throughout we have concentrated our action through the appropriate international organisation, the Intergovernmental Maritime Consultative Organisation.

'We believe that the present surveillance system is one more step designed to improve the safety of navigation in this area. I must emphasise that it is only one step amongst several which this Government are taking. For instance, we are seeking to obtain the carriage internationally of appropriate navigational equipment and we are seeking to get international agreement to the limitation of tank size in large tankers. These are only examples.

'Turning to the radar set which we are to see today, I should explain that this is new and that the Coastguards who man it are new to the system. There will therefore be a period of settling in before it is fully operative. This will in fact fit in very nicely with our time scale for making regulations to apply to British ships so that it will be an offence for those ships to go against the prescribed direction of traffic flow in the lanes of the traffic separation schemes. Initially, therefore, we will be using the set on trials. Thereafter we hope to bring it into force on an advisory basis leading on to full traffic surveillance in the way which I have described.

'This surveillance system is a measure which we are putting into effect ourselves from the British side of the Channel. I understand that the French Government will also be taking action to identify ships which go the wrong way in the traffic lanes and this will be a great assistance to navigation. However, there are other vital measures to be taken. One such measure is to achieve some improvement in the standards of training and navigational competency of seafarers. Progress here depends largely on concerted international action.

'Both IMCO and the International Labour Organisation are jointly studying the problem. However, in order to expedite consideration of this complex matter the Maritime Safety Committee of IMCO decided as a result of British and French suggestions when it met last month to set up a special sub-committee to formulate minimum international standards of training and certification of seafarers and to lay down basic principles for the keeping of a safe navigational watch. This is only a first step, but we regard it as an important one and we hope that it will lead to results. For our part we shall participate actively in this work and we shall do all that we can to ensure that progress is made.'

Surveys in the Channel

Surveys of traffic in the English Channel have been conducted by the National Physical Laboratory for the Marine Division of the Department of Trade and Industry. This information was required to provide data on which action could be taken to improve the safety of navigation and reduce hazards both to ships and to the environment.

Two surveys using shore based radars were made in the Dover Strait earlier this year. The first of these, from Dungeness between February 26 and March 1, covered half of the Channel on the English side and the second from St. Margaret's between April 27 and 29 provided full cover to the French coast. Continuous radar observations were made throughout both surveys. During daylight hours, ships were identified from light aircraft during the Dungeness survey and from two small ships during that from St. Margaret's.

During the surveys some 300 ships per day passed through the Dover Strait and approximately two-thirds of these were using the English side comprising the English Inshore Zone and Westbound Lane as defined by the existing IMCO recommended routeing scheme. In addition some 70 ferry crossings per day were noted. Of the vessels using the main recommended traffic lanes, about 8 per cent on average appear to be travelling against the recommended direction. There was a tendency for Westbound ships to concentrate near the inshore limit of the traffic lane.

The traffic distribution across the Channel has provided evidence in support of proposals for a deep draught vessel route by showing that the section proposed for the route is only lightly loaded compared with other parts of the Channel.

More recently, attention has been focused on the approach and exit areas to the Dover Strait beyond the range of shore-based radar. The southern North Sea region has now been surveyed in a similar manner to the earlier work using radar equipment on board the DTI vessel 'Miranda', which covered the area from three successive locations during the period from June 16 to July 15. Throughout the four week survey, the radar contacts were plotted continuously on board by a team of 12 Royal Navy radar plotters.

The area immediately west of the existing routeing scheme is currently being studied by aerial reconnaissance in a way that indicates not only the overall traffic density pattern, but also provides information on the speed and course of individual ships.

The radar equipment provided at St. Margaret's Coastguard Station for the Dover Strait surveillance scheme includes a slave PPI display for the use of NPL. Traffic data will be obtained by taking photographs of this at about one minute intervals to acquire continuous data about the effect of such conditions as weather, time and tide on the general pattern of traffic behaviour.

The accumulation of data from these various activities provides a basis for simulation to examine the effects of changes in procedures and also for the future projection of traffic flows.

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Need to ratify Safety-at-Sea Agreements

—Mr. Anthony Grant

A CALL to member governments to implement international agreements to ensure greater safety at sea was made by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, at the opening session of the Intergovernmental Maritime Consultative Organisation in London on October 5.

Speaking of the importance of concerted action by governments, he said 'One of the criticisms often made against international organisations such as IMCO is that they work slowly. I do not think that it would be right to criticise IMCO for being slow to achieve international agreement; the achievements of the last few years in finding solutions to many of the difficult problems before us demonstrate quite the contrary. However, these solutions are not being translated into early and effective action. Here there is real ground for criticism. I have been interested to see that the agenda for this assembly contains an item on this very point, and my delegation will be glad to take part in a review to see what can be done to speed up the processes of getting decisions brought into force. This will not be easy, and we cannot expect to find some device which will provide an early answer. But, in fact, the remedy is in the hands of the governments represented here. If they showed the same determination to implement agreements as their delegations do to reach them, then we should see the work of IMCO bearing fruit. I appeal to them to look again at the many decisions adopted by the assembly over the last five years which are still not in force and to consider whether, if they have not already done so, they could not notify their formal acceptances forthwith.

Problem of oil pollution

'I will mention only one example from many. We are all greatly concerned about pollution of the sea, and IMCO is now embarking on a formidable programme of work aimed at achieving decisive remedies at the 1973 Conference. But two years ago the assembly adopted amendments to the 1954 Convention which could make an immense difference to pollution of the seas by oil, but only six member states have so far accepted them of the 30 needed to bring them into force. I suggest that here, as in so many instances, the most urgent task for the members of IMCO is to implement those agreements which the organisation has already enabled them to reach.'

Mr. Grant said that the problem of marine pollution was developing with alarming speed. 'World oil consumption has doubled in the past 10 years and is expected to have doubled again by the end of this decade. It seems inevitable that for a long time to come much of this oil will have to move by sea. It will move so far as we can tell near vulnerable coastlines and through congested waters. The vessels that carry it will be exposed not merely to the normal hazards of the sea but also to the growing hazards of increasing congestion of traffic in particular areas, leading to collisions or strandings and the danger of major oil pollution of the sea and neighbouring coastlines.

'Those countries with relatively long coastlines such as my own naturally feel a very direct concern about this danger. Particularly if we are also major importers of oil. But it is of course a problem which to a greater or lesser extent affects everyone. And, as it has increased over the years, we in the United Kingdom have had to consider whether we should attempt by some unilateral action to try and mitigate the danger as it affects us alone, which I may say, is a course which has commended itself to a number of my fellow nationals, or whether we should try and work for internationally agreed remedies in a truly international organisation. We have concluded so far that there is really only one answer to this question, particularly when the international organisation appointed to do this work has proved to be as serious, objective and interested in getting things done as IMCO has been. We are therefore determined to press ahead for improvements in the safety of navigation and the prevention of pollution through IMCO.'

Referring to new traffic separation schemes, Mr. Grant said 'It may be that we are entering into a new phase in the history of navigation; a phase in which the masters of ships will expect to receive and will receive precise guidance as they traverse congested waters of international straits of a kind which has not in the past been thought necessary. I do not say that this will be necessary everywhere. But there are certain places where it will, and one of these I am confident is the English Channel where there is a genuine hazard which is increasing every year.'

New loans for ports

GOVERNMENT loans are to be made available to port authorities which, in spite of sound financial prospects, have difficulty in raising funds on the market for renewal of capital debt. This is the newest instalment of the Government's policy for strengthening port management and finances.

Proposals are set out in a White Paper 'Financial policy for ports', published on September 30, by the Department of the Environment. (HM Stationery Office, price 7½p).

A Bill to empower the Government to make these loans to ports will be introduced in the next session of Parliament.

'Substantial short-term borrowing has exposed some ports to the problem of having to re-finance debt in unfavourable market conditions, and is in any case inconsistent with the capital structure of undertakings whose businesses are based on the use of long-term assets', says the White Paper. 'The Government does not intend to allow re-financing problems to impede a port's progress towards better financial performance. In normal circumstances, there is no reason why viable ports should not continue to re-finance debt as they traditionally have done—on the market: but if a basically viable port is unable to do so, loans will be made available by the Government for this purpose.'

The White Paper adds that the terms of the loans will be designed to encourage port authorities to continue to borrow on the market where they can or to replace such Government loans as soon as possible. These terms should also result in strict financial discipline which, with improved earnings, will encourage the market to resume lending to ports on a long-term basis. The Government loans will, therefore, normally be long-term (for 10 years or more) and the rate of interest will initially be 2 percentage points over the Government lending rate, increasing progressively over the life of the loan.

Equity investment needed

'As a long-term objective, the Government believes that the introduction of private equity capital would provide incentives to the development of competitive and commercial attitudes from which everyone would benefit, and would promote the aim of efficient service and reliability which must be at the heart of any ports policy. Indeed, two of the country's most successful ports, Manchester and Felixstowe, benefit from equity participation. The possibility of equity investment in other port undertakings is, however, dependent on the confidence generated by sustained improvements in financial performance. This will take time.

'Meanwhile there is a need for effective transitional arrangements to assist those ports, particularly the independent trust ports, which, though clearly viable, encounter difficulties over the renewal of their debt.' But, the White Paper adds, 'nothing in these proposals implies that the Government is assuming responsibility for, or guaranteeing, any existing or future debt of the ports'.

The National Ports Council will play a major part in implementing the new policy. As was announced in Parliament on May 25, the Council's independent role has already been strengthened to enable it to carry out a programme of action aimed principally at the establishment of realistic financial policies and objectives. The new loans will only be made to port authorities who satisfy the Council that their financial prospects are sound. Before recommending a loan, the Council will carry out a stringent analysis of the position and prospects of the port concerned; and the port authority will have to comply with conditions, including agreed financial and management measures, and co-operate with the Council in the monitoring of performance.

Apart from the re-financing loans now proposed, loans under Section 11 of the Harbours Act 1964 for harbour works, etc., will, as announced by Mr. John Peyton, Minister for Transport Industries on July 30, continue to be available in appropriate cases to port authorities, subject to consultation with the National Ports Council.

Government surplus sales

MINISTRY OF DEFENCE

October 14, 1971 Miscellaneous Stores

Location: Cavalry Barracks, Butt Road, Colchester

Auctioneers: Fenn Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 0206 46161)

Compressor 100 psi, 375 cfm; 27½ KVA generator; fork lift trucks; 2½ ton and 10 ton road rollers; portable chargers and generating sets; Petbow electric welding plant; Bedford 10/7 concrete mixer; scientific, electronic and engineering equipment; non-ferrous metals; textiles and rags; GS Mk 11 tent inners; large quantities of furniture, clothing and other miscellaneous stores.

October 20-21 Miscellaneous Stores

Location: Regional Depot RAOC, Hereford

Auctioneers: Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432 4366)

Fork lift trucks; Bedford fire tenders; generators; 10 cwt and other trailers; tyres; batteries; battery chargers; roller conveyors; metal pallets; wire cable assemblies; rectifiers; dummy transducers; small tools; No. 7 directors; 30 ft. and other tarpaulin sheets; tent walls end, roof sections, poles and other tentage; oscilloscopes; oscillographs; avometers; theodolites; binoculars; compasses; watches; time recording and other clocks; steel chests and safes; rubber knee boots; battledress trousers; overalls and other clothing; white and coloured blankets; over 20,000 tea, dinner and soup plates; drop leaf and other tables; dressing chests; fold flat, dining and other chairs; miscellaneous furniture and carpets; vehicle, aircraft and electrical spares; also a large collection of miscellaneous stores.

October 28-29 Miscellaneous Stores

Location: County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE. (Tel. 26292)

Surplus plant and stores including 140 vehicles comprising Thames and Morris ambulances; Morris Minor, Mini Minor and Ford Anglias; Austin Gypsies; Bedford Fire Tenders, with pumps; Coventry Climax pumps; trailer mounted generators; Matador trucks; Matchless motor cycles; machine and hand tools including shearing, cutting and roller bending machines; grinding wheels; flexible drives; hammers; spanners; pliers, wrenches; saws; stocks; taps; dies, etc.; electrical items including, receivers; power units; indicators; gauges; meters; relays; switches; servo motors; test sets; amplifiers; thermo couples; indicators; cable; plugs, etc.; miscellaneous instruments comprising, gyro units; sextants; periscopes; pocket and stop watches; clocks; binoculars; cameras; exposure meters; photographic equipment; telephone equipment; teleprinters; oxygen equipment; rack assemblies; fire extinguishers; service clothing; chemicals; paints, etc.

November 9-11 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

Petrol driven pumps; trailer mounted air compressors; welding generators; concrete mixer; Coventry Climax Featherweight pumps; wooden boxes; surplus medical and dental stores; large quantities of clothing; textiles; furniture and kitchen equipment, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

Vehicles

Location: S.E. England

Auctioneers: British Car Auction Group Ltd., Expedier House, Farnham, Surrey. (Tel. 025-13 6811)

A range of Government Surplus Vehicles from S.E. England will be auctioned by British Car Auction Group Ltd. at their Auction Centres in London, Hampshire and Kent and will be included in BCA's regular auctions of private and commercial vehicles. Further details as to sale dates which include Government Surplus Vehicles, advice as to quantities and types etc., will be available on application to Fleet Sales Director, British Car Auction Group Ltd., Expedier House, Farnham, Surrey (Tel. 025-13 6811). Viewing and catalogues available at respective BCA Centre on day of sale.

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

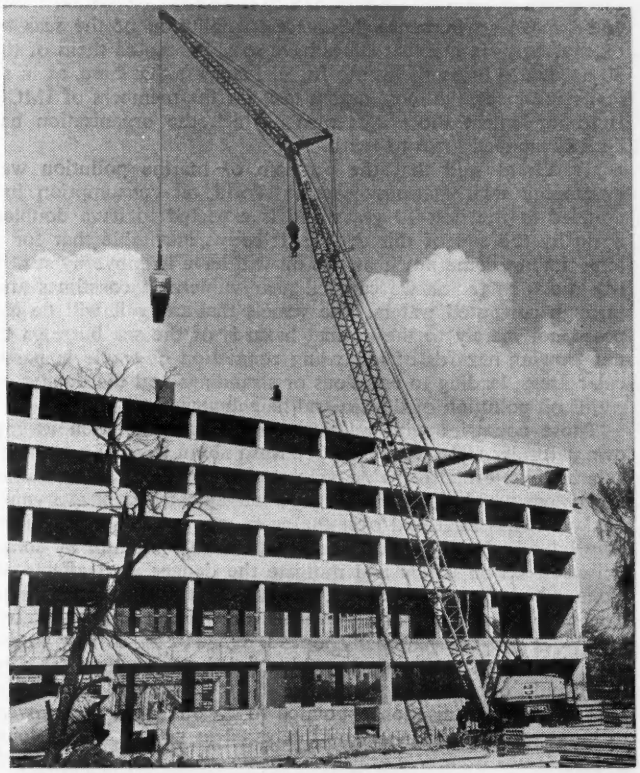
Offers are invited for the purchase of the undermentioned Royal Fleet Auxiliary vessel 'as lying' at HM Dockyard, Devonport.

'Blue Ranger' Steel, built 1941. G.R.T. 3475. N.R.T. 1559. Length (B.P.) 344 ft. 6 ins. Breadth (mld) 46 ft. 9 ins. Depth (mld) 22 ft. 6 ins. Light Displacement 3,142 tons. Engine: Single screw, diesel, by Harland & Wolff Ltd. BHP 2,800.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to purchase "BLUE RANGER" ' and must be received not later than *noon* on November 5, 1971.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.



Wall Units Ltd. of Mulhuddart, Co. Dublin, used a Ruston-Bucyrus 30-RB Crane with full air control on their contract to erect the precast concrete structure of the new hotel, Burlington, due to be opened by Doyle Hotels Ltd. later this year. The photograph shows the placing of concrete for screeding the roof of the new hotel.

STATISTICS

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

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Trade by air (6-M)	Mar. 24, 1971
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UK balance of payments (Q)	Sept. 16, 1971
Bankruptcy orders (Q)	May 5, 1971
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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,793	1963	1963 21,758	1963 20,087	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	130	131	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	117	136	329	214	42	51
1969 2nd qtr	118	123.1	142	142	113	103.7	136	141	147	130	129	76	41	2	5
3rd qtr	119	123.2	144	144	113	103.2	139	145	155	130	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	138	145	153	126	131	91	74	2	—
1970 1st qtr	117	123.8	149	148	114	103.3	134	145	146	112	133	–16	42	1	–32
2nd qtr	121	123.5	155	153	116	104.2	143	153	163	118	137	116	55	12	26
3rd qtr	120	124.3	159	158	117	104.6	141	154	156	119	133	117	44	7	14
4th qtr	122	124.6	163	161	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	117	124.5	164	161	116	101.9	137	147	148	114	148	71	70	2	–62
2nd qtr	120 p	126.3			119 p	104.3	140 p	141 p	159 p			–62 p	–116 p	14 p	38 p
Jan		126.8				102.7									
Feb		123.6				99.7									
Mar		123.1				103.0									
Apr		126.4				104.7									
May		126.1				104.9									
Jun		126.4				103.4									
Jul		125.6 p				105.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electric goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports (‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112.1	*4.8*	106.8	104.6	157.9	308	265	24,784	116	112	–62
1966	115	116.5	*3.9*	110.2	107.3	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	108.4	108.2	175.3	512	174	24,476	130	120	–298
1968	108	125.0	*4.7*	120.5	112.4	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	125.0	115.9	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	128.5	124.6	217.7	574	186	24,135	181	184	579
1969 3rd qtr	115	132.0	*5.0*	126.1	116.5	197.8	547	200	24,285	165	163	90
4th qtr	117	133.7	*5.1*	127.3	118.0	201.6	544	199	24,249	165	171	172
										169	172	167
1970 1st qtr	118	136.2	*5.0*	130.1	120.6	209.0	561	192	24,275			
2nd qtr	122	139.5	*5.8*	129.2	123.6	214.0	563	187	24,138	171	180	206
3rd qtr	123	141.1	*6.9*	126.9	125.7	219.5	592	185	24,072	183	183	113
4th qtr	125	144.0	*7.7*	127.8	128.4	228.3	581	177	24,054	178	175	69
										190	199	191
1971 1st qtr	120	147.9	*8.6*	131.2	131.7	237.5	631	146				
2nd qtr	117 p	153.2	*9.8*	137.2 p	134.8 p	242.2	725	131		189	186	79
3rd qtr							802 p	121 p		199	209	237
Feb	120	147.8	*8.5*	130.6	131.7	237.4	623	147		187	172	
Mar	120	149.0	*8.8*	133.2	132.6	238.1	656	134		207	211	
Apr	117 p	152.2	*9.4*	137.2	134.0	239.2	704	129		200	208	
May	118 p	153.2	*9.8*	137.3	135.0	242.7	731	130		193	204	
Jun	117 p	154.3	*10.3*	137.4	135.9	245.0	740	133		203	216	
Jul	120 p	155.2	*10.1*	138.9 p	136.7 p	246.9	788	122		198 p	214 p	
Aug		155.3	*10.3*	139.1 p	137.2 p	248.3 p	799	123		193 p	216 p	
Sep							819 p	118 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments and allowances for factors affecting recording

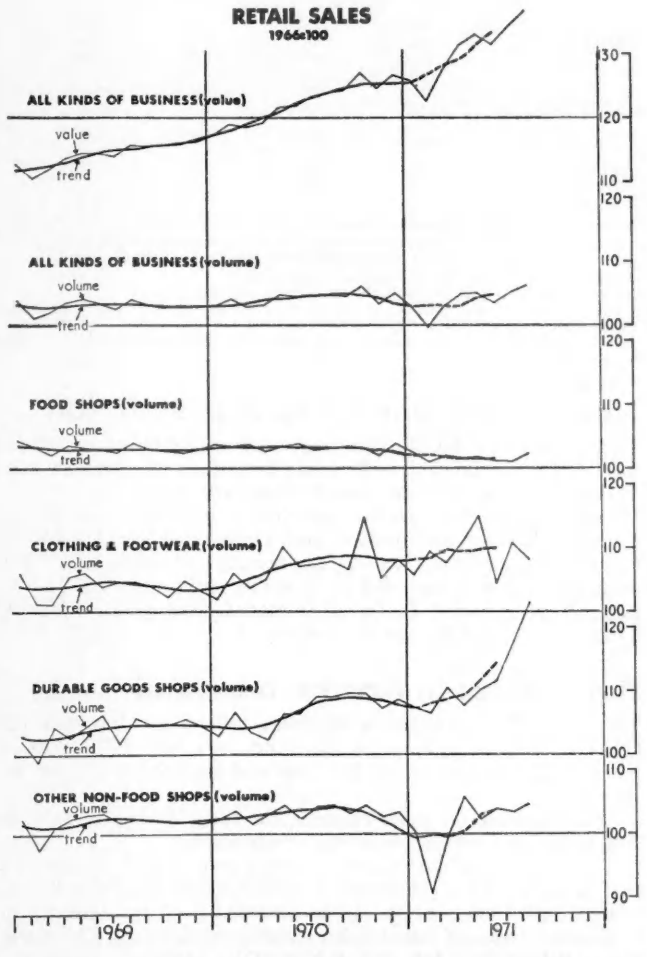
Retail trade in August

THE seasonally adjusted index of the volume of retail trade in August is 106.1 (1966 = 100), following 105.0 in July and an average of 104.3 for the second quarter of 1971. Sales by durable goods shops rose further in August after their sharp increase in July, no doubt reflecting reaction to the measures of July 19.

In the two months July and August the volume of total sales was 1 per cent more than on average in the second quarter and 4 per cent above the level in the first quarter when trade was affected by the postal strike.

The volume of sales by durable goods shops was 10 per cent more in July and August than in the second quarter. Sales by the other main categories of shops were little changed in volume terms.

The total volume of sales by all kinds of business in August was 1 per cent more than in August 1970. At current prices there was an increase of 10 per cent.



All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by August 1971 sales was the four weeks from August 1, 1971 to August 28, 1971, the corresponding period in 1970 was from August 2, 1970 to August 29, 1970. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(‡) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(§) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1969 3rd quarter	103.2	103.1	103.2	105	104	102
4th quarter	102.9	102.8	102.9	103	105	102
1970 1st quarter	103.3	103.7	103.1	104	104	102
2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	101.9	101.8	101.9	108	108	97
2nd quarter	104.3	101.4	106.8	110	110	104
1971 January	102.7	102.4	103.1	106	107	100
February	99.7	101.0	98.5	109	106	91
March*	103.0	101.9	103.7	108	111	100
April	104.7	101.6	107.7	111	108	108
May	104.9	101.7	107.5	115	110	102
June*	103.4	101.1	105.6	104	112	104
July	105.0	101.0	108.2	111	118	104
August	106.1	102.2	109.4	108	124	105
1971 March-May	104.1	101.7	106.1	111	110	102
June-August	104.7	101.4	107.6	108	117	104
Percentage increase	0.6	–0.3	1.4	–3	7	2

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) (†) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1969 3rd quarter	115.1	115.9	114.3	113	113	116
4th quarter	116.1	117.5	115.4	113	115	117
1970 1st quarter	118.4	119.4	117.6	115	117	119
2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.5	126.9	124.4	127	130	121
2nd quarter	131.9	131.3	132.7	132	134	132
1971 January	125.9	126.9	125.2	124	129	124
February	122.7	125.7	120.1	129	128	114
March*	127.5	127.9	127.1	128	133	125
April	131.3	129.7	133.0	133	132	133
May	133.0	132.4	133.8	138	135	130
June*	131.5	131.7	131.6	126	136	132
July	134.3	133.3	135.3	134	144	133
August	136.6	135.8	137.5	132	152	135
1971 March-May	130.4	129.8	131.0	133	133	129
June-August	133.9	133.5	134.6	130	143	133
Percentage increase	2.7	2.9	2.7	–2	8	3

Hire purchase and other instalment credit business in August

NEW instalment credit extended in August by finance houses and retailers totalled £206 million in seasonally adjusted terms, following £162 million in July and an average of £150 million a month in the second quarter. The August total is the highest monthly figure for several years at least, reflecting the initial impact of the lifting of terms controls which took effect on 20 July. The average monthly rate of new credit advanced in July and August was 23 per cent more than in the second quarter.

At £105 million, new credit advanced by finance houses in August was half as much again as the second quarter rate, and 54 per cent more than in August last year. Credit extended for the purchase of new cars in August was 110 per cent more, and for used cars 74 per cent more than in August last year. credit extended for motor cycles (a relatively small category) was up by 93 per cent.

Instalment credit sales by retailers in August were also well above the second quarter rate, the increase being particularly marked in sales by durable goods shops and (to a lesser extent) department stores. Credit sales by retailers in July and August averaged 12 per cent more (at current prices) than in the second quarter.

Instalment debt outstanding to finance houses and retailers increased by £50 million during August in seasonally adjusted terms. At the end of the month it was 11 per cent more than a year earlier.

TABLE 1. HIRE PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers ‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
Debt outstanding at 31 December 1970 (unadjusted)	—	1,384	—	845	—	539
1967	1,520	–40	746	–15	774	–25
1968	1,600	43	769	26	831	17
1969	1,517	–19	701	–21	816	2
1970	1,716	87	822	58	894	29
1969 2nd quarter	379	– 2	173	–10	206	8
3rd quarter	382	– 7	176	– 4	206	– 3
4th quarter	390	2	180	—	210	2
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	406	—	213	17	193	–17
2nd quarter	451	30	212	8	239	22
1971 January	138	7	68	7	70	—
February	118	12	70	8	48	4
March	150	–19	75	2	75	–21
April	158	14	72	4	86	10
May	146	8	68	4	78	4
June	147	8	72	—	75	8
July	162	9	78	7	84	2
August	206	50	105	30	101	20
1971 Mar.-May	454	3	215	10	239	–7
1971 June-Aug.	515	67	255	37	260	30
Percentage increase	13		18		8	

† Direct business only; i.e. excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers ‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1967	103	101	105	104
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1969 2nd quarter	109	101	117	114
3rd quarter	109	100	114	115
4th quarter	111	102	117	117
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	105	120	133	93
2nd quarter	128	118	139	133
1971 January	113	119	131	107
February	84	122	137	53
March*	117	120	130	113
April	136	116	136	150
May	126	121	141	127
June*	122	117	139	124
July	132	139	142	127
August	153	170	164	141
1971 Mar.-May Av.	126	119	135	129
1971 June-Aug. Av.	135	140	148	130
Percentage increase	8	18	9	1

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly period consist of four weeks except those marked * which are of five weeks. The period covered by August 1971 sales was the four weeks from August 1, 1971 to August 28, 1971, the corresponding period in 1970 was from August 2, 1970 to August 29, 1970.

Northern Ireland index of production

THE provisional index of industrial production for Northern Ireland for July 1971 is 136. This is 27 points lower than the index for June 1971 and eight points higher than for July 1970.

The index numbers for the main industrial groups with the increase or decrease on July 1970 shown in brackets are: textiles 183 (+1) points; clothing 117 (+9); engineering and metals 105 (+14); food, drink and tobacco 115 (−5); timber and furniture 138 (+3); mineral products 116 (+7); other manufacturing industries 193 (+24); gas, electricity and water 131 (−1).

Retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for July was 127 (1965 = 100), an increase of 4 per cent on July 1970, a lower increase than that recorded for June and the second quarter of 1971.

After allowing for price changes, the total volume of sales in July 1971 was 5 per cent less than a year earlier.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in July are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast, BT1 4JX (Tel. Belfast (0232) 34488, Ext. 336).

	July 1971	
The value of sales by:	Index No. 1965 = 100	Percentage increase
All kinds of business	127	+4
Food shops	129	+2
Non-food shops	126	+6
Of which:		
Clothing and footwear shops	118	+6
Durable goods shops	138	+7
Miscellaneous non-food shops	133	+5
Department and general stores	101	+6

Deliveries and orders in the engineering industries

PROVISIONAL figures are now available for July 1971 together with amendments to the figures for the months of April, May and June.

Comparison of the latest three month period with the previous one indicates a slight rise in both orders-in-hand and in total deliveries. The latter was wholly due to a 3 per cent movement in the export figure.

Net-new-orders (which are derived from the orders-in-hand and the deliveries figures) consequently showed an appreciable increase for both home and export markets over the very low figures in the first part of the year.

Description of statistics

To assist in the interpretation of trends, the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Engineering and Electrical Goods (S.I.C. Orders VII, VIII and IX) Seasonally adjusted (1)
Index numbers of the volume of orders and deliveries

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders	Deliveries	Orders on hand (end of pierod)	Net new orders	Deliveries	Orders on hand (end of period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	100	107	100	100	109	100	99	103	100
1964	116	120	109	117	123	112	115	112	101
1965	119	115	114	118	116	115	123	113	108
1966	115	115	118	114	117	120	118	111	114
1967	106	114	120	100	113	123	125	115	111
1968	106	125	125	96	124	127	139	128	119
1969	117	139	132	99	134	132	171	152	132
1970	125	140	135	106	136	132	185	151	142
1969 1st quarter	110	139	128	97	133	130	152	155	125
2nd quarter	113	138	130	98	133	131	160	151	130
3rd quarter	115	139	135	98	135	134	166	150	136
4th quarter	117	139	134	99	135	132	171	151	139
1970 1st quarter	118	139	135	100	135	133	176	151	140
2nd quarter	122	144	135	101	136	132	186	168	143
3rd quarter	123	137	135	103	138	133	182	133	141
4th quarter	125	140	134	106	136	130	185	152	147
1971 1st quarter	120	122	136	102	121	132	176	125	146
2nd quarter*	117	127	136	99	126	133	171	130	143
1970 January	120	158	133	101	150	131	176	181	139
February	119	125	132	100	119	130	177	140	137
March	118	135	138	100	135	137	176	133	143
April	119	139	134	98	115	132	184	206	140
May	119	133	129	99	139	128	182	115	132
June	122	161	141	101	153	135	186	184	157
July	122	129	130	101	128	130	186	133	130
August	123	148	137	102	146	134	187	152	143
September	123	134	139	103	142	135	182	113	149
October	123	135	135	104	136	130	181	133	148
November	125	150	133	105	139	129	185	178	143
December	125	136	136	106	134	131	185	144	148
1971 January	122	115	136	103	108	132	183	134	149
February	120	118	132	101	114	127	180	127	144
March	120	135	139	102	142	138	176	115	144
April*	117	108	133	99	106	131	173	111	138
May*	118	150	139	101	155	137	171	136	146
June*	117	124	136	99	117	132	171	143	146
July*	120	163	133	102	153	128	177	191	146
Average									
Latest 3 months	120	146	136	102	142	132	177	157	146
Previous 3 months	117	120	135	99	121	132	173	117	142
Percentage change (2)	+3	+21	+1	+4	+17	Nil	+2	+33	+3

* Provisional.
(1) At constant prices.
(2) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

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Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

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A complete list of titles of Business Monitors was last published in *Trade and Industry* on September 30 on page 618.

Statistical models of economic relationships

A PAPER which describes techniques which enable economists, sociologists and others to test their theories against statistical evidence has been published by HMSO. *Statistical models of economic relationships* (Civil Service College Paper No. 16, HMSO, 15p) is written by Ronald A. Cooper, Professor of Social and Economic Statistics at the University of York. Professor Cooper sets out the basic ideas underlying regression analysis—the most common technique employed to test economic theories—and illustrates use of the technique with a case study on exports and the pressure of home demand.

This is the first of a series of Civil Service College Occasional Papers which have succeeded those published in the past by the Centre for Administrative Studies (now incorporated into the College). They are designed to promote the study by civil servants of modern theories and methods of management and administration, and related subjects including the contributions made by the social sciences. Although the papers will be of most interest to civil servants who have or who are about to receive training at the College, the department hopes that they will also be of interest to a wider audience in and beyond the Civil Service. Other subjects so far commissioned for the series are investment appraisal, mathematical programming and sampling methods.

Companies in 1970

THE number of new companies registered in 1970 was 30,262, an increase of over 5,000 on the number for the previous year. Nearly all the registrations were of private companies.

The total number of companies on the registers is now almost 559,500 of which over 542,800 are private companies.

During the year 23,750 companies were dissolved or struck off the register and winding up proceedings were notified in 8,782 cases of which 1,337 were compulsory liquidations. This is revealed in the Annual Report on Companies in 1970 published on September 30.

The report gives information about some of the responsibilities of the Department of Trade and Industry under the Companies Acts 1948-1976. Reference is made to the Department's powers to investigate the affairs of companies and to prosecutions by the Department. The Report includes separate lists of the companies which have satisfied the Department that they should be treated for the purposes of Schedule 8 to the 1948 Act, and the Protection of Depositors Act 1963 (as amended) as banking or discount companies.

The Companies Registration Office received some 1,045,000 documents for filing during the year and there were some 1,496,500 public inspections of files.

Copies of the Report—'Companies in 1970' are available from HMSO, 49 High Holborn, London WC2 and branches (price 32p) or by post from HMSO, PO Box 569, London SE1 (price 34½p).

UK official reserves in September

HM TREASURY announce that the United Kingdom official reserves rose by £86 million ($206 million) during September to stand at £2,089 million ($5,013 million) at the end of the month.

Made-up clothing: orders and deliveries

IN the three months ending July 1971 net new orders received by the made-up clothing industry were provisionally estimated to have been 6 per cent up on the three months ending April 1971. Since deliveries which rose by 1 per cent, were less than net new orders the order books at the end of July were 3 per cent higher than at the end of April.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

		Orders-on-hand (end period)		Net new orders		Deliveries	
		December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963		107		101		100	
1964		112		104		104	
1965		137		112		109	
1966		114		106		109	
1967		124		107		105	
1968		148		110		107	
1969		143		107		107	
1970		155		112		111	
		Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1969	1st quarter	132	143	101	102	109	106
	2nd quarter	143	134	110	105	104	109
	3rd quarter	133	145	102	114	108	108
	4th quarter	143	143	114	106	108	107
1970	1st quarter	140	149	109	114	110	110
	2nd quarter	151	142	115	106	109	110
	3rd quarter	142	151	105	115	110	110
	4th quarter	155	155	121	115	114	112
1971	1st quarter	153	165	118	120	118	115
	2nd quarter	184	174	130	123	113	118
1970	April	139	147	111	103	112	107
	May	149	144	121	107	105	113
	June	151	142	114	108	110	111
	July	146	143	97	110	105	108
	August	138	139	88	107	101	113
	September	142	151	130	128	123	108
	October	149	154	138	119	126	114
	November	158	152	133	108	118	110
	December	155	155	92	118	97	112
1971	January	166	167	125	141	107	122
	February	155	160	102	100	120	111
	March	153	165	125	120	128	113
	April	153	163	114	117	115	121
	May	182	175	165	146	116	125
	June	184	174	111	106	107	108
	July p	174	168	94	106	111	115

Production of man-made fibres in August

THE volume of production of man-made fibres in August was 2 per cent more than in August 1970.

There was little change by weight of man-made fibres in August 1971 compared with that in August 1970. Output of continuous filament was 8 per cent more but staple fibre was 6 per cent less.

MAN-MADE FIBRE PRODUCTION

Thousand metric tonnes (†)

		Total	Continuous filament (singles)	Staple fibre
1964		374.3	171.5	202.8
1965		391.0	179.8	211.2
1966		399.9	186.6	213.3
1967		433.2	198.9	234.4
1968		539.1	241.8	297.4
1969		553.9	252.5	301.5
1970		599.4	257.6	341.9
1969	1st quarter	141.9	65.3	76.6
	2nd quarter	143.7	64.7	79.0
	3rd quarter	125.8	57.6	68.2
	4th quarter	142.6	64.9	77.7
1970	1st quarter	146.8	63.4	83.4
	2nd quarter	155.7	67.6	88.0
	3rd quarter	148.7	60.7	88.0
	4th quarter	148.3	65.8	82.5
1971	1st quarter	157.2	72.1	85.1
	2nd quarter	153.2	69.5	83.7
1970	March	51.0	21.8	29.2
	April	52.8	22.6	30.1
	May	51.6	23.0	28.6
	June	51.3	22.0	29.3
	July	52.2	21.3	30.9
	August	45.5	19.0	26.6
1971	March	56.7	25.2	31.5
	April	51.0	22.4	28.6
	May	52.9	24.5	28.3
	June	49.4	22.5	26.8
	July	51.6	22.8	28.8
	August	45.4	20.4	25.0

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES 1963 = 100

		Actual	Seasonally adjusted
1964		117	
1965		129	
1966		142	
1967		154	
1968		201	
1969		213	
1970		238	
1969	1st quarter	216	204
	2nd quarter	221	211
	3rd quarter	199	220
	4th quarter	216	218
1970	1st quarter	228	214
	2nd quarter	248	236
	3rd quarter	234	258
	4th quarter	241	243
1971	1st quarter	263	252
	2nd quarter	253	242
1970	July	238	252
	August	219	259
	September	244	263
	October	240	247
	November	251	248
	December	233	233
1971	January	256	248
	February	263	250
	March	271	257
	April	255	239
	May	258	244
	June	246	243
	July	244	256
	August	224	261

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1970, and may be subject to slight revision when the complete figures for 1971 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (pages 375).

Tel. 01-222 7877, Ext. 2867 or 2858.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, October 1, 1971. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
In A Box	BR/E 35710/2/10/76	4	September 27	Contemporary Films Ltd.	National Film Board of Canada
Virgin Witch	BR/E 35717/2/10/76	90	September 28	Tigon Pictures Ltd.	Univista Productions Ltd.
Unman, Wittering and Zigo	BR/E 35720/2/10/76	102	September 28	Paramount Pictures (U.K.) Ltd.	Mediarts Ltd.
Private Road	BR/E 35721/2/10/76	90	September 28	Maya Film Productions Ltd.	Maya Film Productions Ltd.
Movietone News 2208	BR/E 35585/2/10/76	7	October 1	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2208A	BR/E 35586/2/10/76	8	October 1	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Carnal Knowledge	F 35711	97	September 27	Avco Embassy Pictures (U.K.) Ltd.	Icarus Productions
The Horsemen	F 35712	109	September 27	Columbia Pictures Corporation Ltd.	John Frankenheimer Productions and Edward Lewis Productions Inc.
Daughters of Darkness	F 35713	96	September 27	Target International Pictures Ltd.	Maya Film Paris.
Willard	F 35714	95	September 27	Cinerama Releasing (U.K.) Ltd.	Bing Crosby Productions Inc.
Futz	F 35715	92	September 27	Commonwealth United Entertainment (U.K.) Ltd.	Guvnor Productions
Devil's Garden	F 35716	110	September 27	Ranworth Film Services Ltd.	Comptoir Francais Du Film Production, Paris and Cinescolo, Milan
Friends	F 35718	102	September 28	Paramount Pictures (U.K.) Ltd.	Global Productions A.G., Zug
Little Fauss and Big Halsy	F 35719	99	September 28	Paramount Pictures (U.K.) Ltd.	Alfran Productions
Virgin on the Verge	F 35722	82	September 29	Border Film Productions (London) Ltd.	Exportfilm Bischoff & Co. Gmbh. Munich
Naked and Violent	F 35723	86	September 29	Border Film Productions (London) Ltd.	Ferkin Anstalt, Rome
Ali Baba	F 35724	11	September 29	Gala Film Distributors Ltd.	Sacis, Rome
Five Dolls for an August Moon	F 35725	81	September 30	E. J. Fancey Productions Ltd.	Produzioni Atlas Cinematografica S.R.L. Rome

NOTE: In the list of films registered during the week ended Friday, September 24, 1971, the name of the maker of the film 'The Sword and the Geisha' (BR/E 35696/25/9/76) should read 'Leigh Film Productions Ltd.'; the Registered No. of the film 'Movietone News 2207' should read 'BR/E 35583/25/9/76' and the Registered No. of the film 'Movietone News 2207A' should read 'BR/E 35584/25/9/76'.

Princess Alexandra opens San Francisco British Week

From Universal News Services, San Francisco

IN the packed rotunda of the City Hall, San Francisco, Princess Alexandra officially declared open the first British Week in the United States, on October 1. She was welcomed to the city by Mayor Joseph L. Alioto, and first of the British contingent to reply to the greeting was the Earl of Cromer, the British Ambassador to the United States.

He had flown in the previous night from Washington where he had been having talks on the international economic situation, and said he felt hopeful that things would improve.

'A ferment of change'

Lord Cromer went on: 'British Week happens to have come at a time when the monetary systems of the world, and our international trading arrangements are in a ferment of change. It is probable that several months will go by before we can see the new shape of things, but whatever form they take, one fact is surely inescapable. It is that trade and prosperity are indivisible.'

Britain means business, Lord Rootes, chairman of the British National Export Council's United States Committee, told the crowded hall. Both countries should continue as trading partners, 'for trade remains as one of the biggest contributors to friendship,' he said.

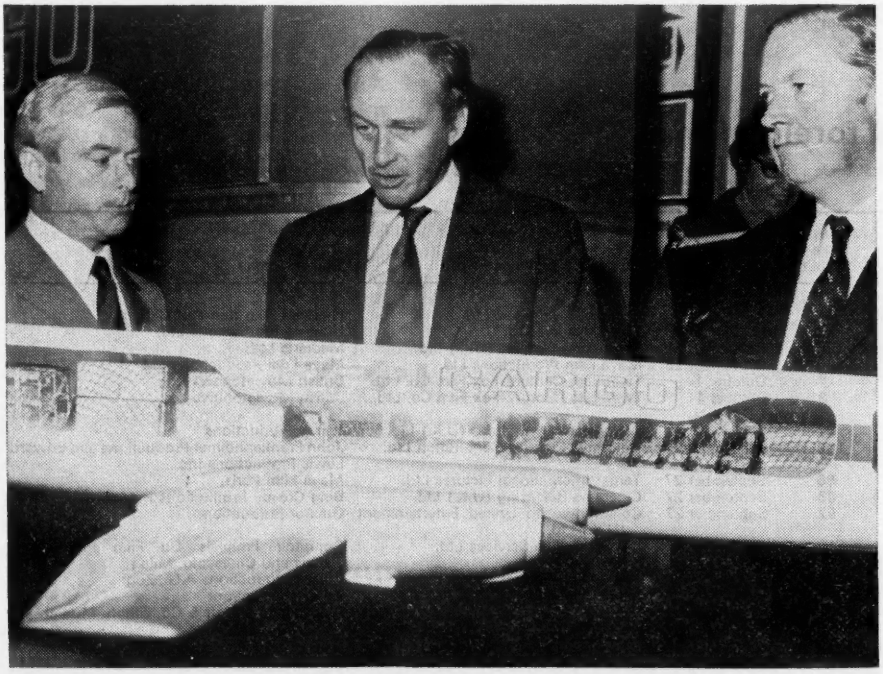
'Two-way trade is already valued at over $5 billion a year and it must be allowed to continue to grow without obstacles.'

One of the main objects of British Week was to show how serious Britain was about the California market. Lord Rootes stressed: 'I can promise you that we mean business. We aim to redress some of the imbalance in our trade with you. Last year alone we bought over $600 million worth of goods more than you bought from us—and I make no excuse for saying we intend to become equal trading partners.'

Princess Alexandra called British Week in San Francisco 'an important landmark in the long history of co-operation between the west coast and our country' and said she was very much looking forward to seeing something of 'your lovely city and its surrounding country, where so many British people have settled and made their homes.'

This ambitious enterprise could certainly never have been launched without the active co-operation of the people of San Francisco. 'I hope that, as a result of this week,' Princess Alexandra continued, 'the bonds of friendship as well as those of trade will be further strengthened between our countries.'

Princess Alexandra accepts the key to the city from San Francisco Mayor Joseph Alioto (centre) on her arrival at San Francisco International Airport for British Week.



Interfreight 71—the International Freight Show and Conference—was opened at Earls Court, London, on September 28 by Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry at the Department of Trade and Industry. He is seen here (centre) inspecting a model of a BEA cargo aircraft. The show closed on October 1.

Good orders placed during Brno Fair

From the British Embassy, Prague

THIS year's Brno Fair, which was held from September 11-20, attracted the now traditionally large number of British exhibitors. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry at the Department of Trade and Industry, visited the Fair on September 14, called at most of the British stands, and was able to gain a personal impression of market conditions in Czechoslovakia.

Although West Germany was again much the largest foreign exhibiting country, with 188 stands representing 454 firms, Britain took second place with 54 stands representing 180 firms, narrowly ahead of the Austrian and Italian totals. This year there was a joint venture group new to Brno, the British Ceramic Plant and Machinery Manufacturers' Association, as well as the established groups from the Scientific Instruments Manufacturers Association (SIMA) and the Federation of Manufacturers of Construction Equipment and Cranes (FMCEC).

Gold medal award

British firms were on the whole pleased with orders taken and interest shown, and many contracts were finalised at the fair. One British firm, Coles Cranes, received one of the gold medals for an outstanding exhibit, the mobile Hydra Husky 150T (*Trade and Industry*, September 30, page 643).

As usual, those firms which had most persistently cultivated the Czechoslovak market did best. The Brno Fair is important for establishing and maintaining a wide range of contacts in Czechoslovakia, but for most successful British companies here, exhibition at the fair is only one, although a major, part of their activities in the country.

Wide selection of plant displayed at Helsinki

From the British Embassy, Helsinki

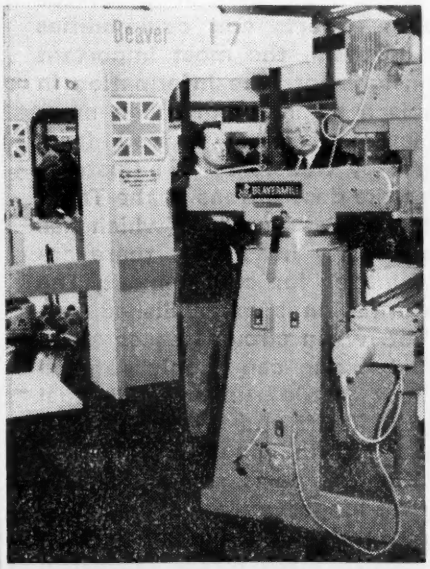
THE International Technical Exhibition of engineering machinery and equipment held in Helsinki gave British engineering companies a good opportunity to display a wide selection of plant and equipment. This exhibition was the first of its kind in Finland and took the place of the Helsinki International Trade Fair which had been running for the last nine years, and covered a very broad range of exhibits. The event took place from September 14-18 at the Messuhallit and was opened by the Minister of Foreign Trade, Mr. Olavi J. Mattila.

There were 10 main pavilions representing Britain, Bulgaria, Spain, Italy, Austria, Portugal, Poland, East Germany, West Germany and the United States.

Under one roof

The British pavilion housed 19 British firms exhibiting under a joint venture scheme sponsored by the Department of Trade and Industry, the London Chamber of Commerce, and Birmingham Chamber of Commerce and the Birmingham Engineering and Building Centre. London Chamber of Commerce members were Balding Engineering Ltd., Davis & Metcalfe Ltd., Elliott Machine Tools Ltd., C. A. Hardner Ltd., 600 Machine Tools Ltd., C. A. Norgren Ltd., and Renold Ltd., and from Birmingham Chamber of Commerce J. Bigwood & Son Ltd., Brooke Tool Mfg. Co. Ltd., Dunham-Bush Ltd., A. W. Hunton & Co. Ltd., John Folkes (Lye Forge) Ltd., Goliath Threading Tools Ltd., Linvar Ltd., Searle Products Ltd., Tangye-Epco Ltd., Woods of Colchester Ltd., Wellman Incandescent Ltd., and Lee Howl Ltd. In addition, about 120 British firms were represented, by their agents, in other parts of the exhibition.

During the five days of the exhibition, 133,000 potential buyers took up invitations to attend—the general public were excluded—which included 785 foreign visitors who registered their presence.



HM Ambassador Mr. W. B. J. Ledwidge, (right) in conversation with Mr. Alan McKay, export sales manager, on the stand of Balding Engineering Ltd., during his visit to the Helsinki International Technical Fair. Balding Engineering Ltd. were exhibiting their Beavermill milling machine which has sold very well on the Finnish market.

Promising results

On the second morning of the exhibition, Mr. W. B. J. Ledwidge, the British Ambassador, visited the British pavilion and spent some time with each exhibitor. On the stand of Balding Engineering Ltd. it was learned that eight milling machines had been sold over the last year, and continuing interest had been shown during the exhibition. Tangye-Epco reported orders for jacking equipment whilst a considerable quantity of Renold gear boxes had been sold. Davis & Metcalf said that from the tone of the inquiries they had received it was confidently expected that a considerable number of steam cleaning machines would be purchased.

The general opinion of all the British exhibitors, or their agents, was that the exhibition had been very successful from the standpoint of introduction to the market and technical interest shown, visitors being in the main of at least technician level.

There will be another International Exhibition of this kind in Helsinki in 1973 while in 1972 an International Exhibition devoted to consumer goods will be held in the same venue.

'K '71' staged in Europe's most modern centre

From the British Consulate-General, Dusseldorf

DUSSELDORF'S new exhibition grounds had their 'Grand Premiere' when the gates were opened on September 16 for the 6th International Plastics Exhibition, 'K '71'. In the absence of the Federal Minister for Economics and Finance Professor K. Schiller, who was in London on urgent monetary business, his Under-Secretary, Dr. D. K. Rohwedder declared the show open in the presence of many German officials from the Land of North-Rhine-Westphalia and the town of Dusseldorf.

Like previous similar events, the 'K '71' was organised by the Dusseldorfer Messegesellschaft mbH (NOWEA) in conjunction with the study group of the German plastics industry which consists of the Association of the Plastic Producing Industry, Association of the Plastic Processing Industry, and the Trade Association for Rubber and Plastic Machinery Manufacturers.

The new centre, now regarded as the most modern in Europe if not in the world, was completed in only 905 days. It is situated near the Rhine about two miles from the Dusseldorf city centre. It consists of 12 halls with an exhibition area of over 100,000 sq. metres and in addition to this has approximately 33,000 sq. metres of open air exhibition space. Visitors are not exposed to the weather when crossing from one hall to another as the halls are linked by overhead enclosed pedestrian tubeways partly equipped with pedestrian rubber transport belting. The service centre in the administration building near the main entrance houses a press centre, a post office, banks, a typing and translation bureau, swimming pool, sauna bath, shops and boutiques, while the congress centre has rooms suitable for audiences large or small.

During its eight days duration the 'K '71' event registered a record attendance of 177,000 trade visitors, 50,000 more than attended the last Dusseldorf Plastics Exhibition in 1967. In several cases additional staff had to be brought in to man the stands and to cope with the many inquiries. A further look at the statistics reveals that of 1,030 companies who exhibited in 12 halls covering a net area of 76,208 sq. metres, 672 were German, the rest (358) came from 20 countries from all over the world, outside the halls 33 firms were represented in the open air area bringing the total number of exhibitors to 1,063.

Britain had the third strongest foreign contingent with 55 companies, 36 of whom exhibited under the auspices of the British Plastics Federation with the assistance of the Department of Trade and Industry. The joint venture stands were situated in two halls and the Federation had their own information stand in each of these halls. The British Consulate-General, too, had an information stand which was manned throughout the exhibition. Other countries represented were: Italy (58), Switzerland (56), France (46), the United States (46), Austria (28), Netherlands (20), Belgium (19), Denmark (6), German Democratic Republic —DDR (6), Sweden (4), Japan (3), Norway (2), Luxembourg (2), Spain (2), USSR (1), Greece (1), Canada (1), Poland (1), Romania (1). The above figures indicate clearly the international significance of this exhibition which, according to many of the British exhibitors, is now the most important of its kind in the world.

Joint venture display

The theme was 'Plastics in the next four years', and accordingly the equipment and materials on show represented the latest developments. On the British joint venture stand in Hall 1 firms showed plastic materials and articles of plastic. An exact replica of King Henry the Eighth's suit of armour made from reinforced fibre glass plastic caught a lot of attention from German journalists and television camera teams on the stand of Fibre Glass Ltd. The British stands in Hall 9 showed machinery and instruments for the plastics industry exhibiting a high standard of engineering and precision. Approximately 20 other British companies exhibited independently from the joint venture stands, amongst some of the largest in the plastics field.

Some firm orders were taken by British firms, and one company sold all its equipment on show. The British exhibitors found that in terms of interest they were extremely successful. Inquiries came from almost every country in the world, but especially from Germany and other Common Market countries and the quality of these inquiries was very high indeed. According to a survey carried out by the organisers some 88 per cent of all visitors to the fair were trade visitors: about 50 per cent were of higher management level and no doubt responsible for the high standard of inquiries. Thirty per cent of all visitors were from outside Germany.

British apparel production equipment featured

From the British Consulate-General, Atlanta

THE 12th annual Bobbin Show sponsored by the Needle Trades Management Corporation was again held in Atlanta from September

(*continued on page 39*)

Britain means business

Buyers and exhibitors acclaimed the 17th HTF as the brightest, gayest, most active and valuable Hardware Trades Fair in the International Calendar. The 18th HTF in January 1972 promises even greater action. Nearly 600 important manufacturers from many countries will be exhibiting over 35,000 products (many of them new) designed for equipping and maintaining home and garden. More than 40,000 buyers are expected to visit the fair including some 6,000 from 80 different countries, many as members of buying missions.

If your business is hardware this is the one international event you cannot afford to miss. Write now for a detailed brochure, free admission tickets and details of the travel and hospitality service to

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DETAILED STATISTICS OF UK OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings): there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

ATLANTA SHOW
continued

15-17. The leading trade show for the production and management segment of the American garment manufacturing industry, this year's event was the largest ever with some 520 exhibitors participating. Because of its growing size and importance, the event was held at two locations, the Civic Center Exhibition Hall and the Hall of Nations, Marriott Motor Hotel.

Pre-registration figures indicated that trade attendance compared favourably with that of previous years.

British exhibits included the products of 12 manufacturers, five of whom staged a group of exhibits in a joint venture sponsored by the Clothing Institute and the Department of Trade and Industry. The joint venture group presented their displays on pre-fabricated modular shell stands provided by the Central Office of Information.

British exhibitors generally reported considerable buyer interest and prospects for future sales are promising. Actual business transacted was reported as very satisfactory.

A new power sewing system seen for the first time in America was presented by Power Sewing Ltd., Cheltenham, comprising a needle positioning attachment, a grip stacker, an automatic machine stop and a range of thermal thread cutters. This system created considerable interest.

Laughton Engineering Ltd., London, exhibited a hydraulically operated version of the Laughtomatic twin-tray hyfuse press and the mark IV Laughtomatic twin-tray dry fusing press offering improved techniques for fusing laminates.

Fusing press introduced

Reliant Tooling Co., Rickmansworth, also specialists in fusing equipment, introduced their Rolomatic Mark VIIB fusing press (for 24 in. wide materials) and the Mark VIIC (for 36 in. materials). Sewprima Ltd., Gillingham, Kent, exhibited a new profile stitching unit with a long arm machine designed to speed and simplify the sewing of mass produced garments. Also featured was an advanced collar forming press. H. Singer Ltd., London, had their Mini-Roller on display.

A number of firms exhibited independently.

A practical demonstration of the Reliant Tooling Co's rolamatic fusing press at the Atlanta Bobbin Show.

All round success at 'Interbrau 71'

From the British Consulate-General, Munich

'INTERBRAU 71', the largest international exhibition for brewing and beverage machinery which took place in Munich from September 13-18, was an outstanding success. It was larger in every respect than any of its predecessors. A total of 585 firms exhibited, of which 445 were German and 140 from overseas. In 1964 in Dortmund 450 firms exhibited of which 396 were German and the other 54 from overseas.

All the halls of the Munich fair ground and the surrounding outside area were used, covering a total of 70,000 sq. metres. The total number of visitors was estimated at 50,000 of whom 20,000 were reported to have come from overseas. On two days the fair was opened to the public.

Britain provided the highest number of overseas exhibitors with 44 firms, followed next by Belgium and the Netherlands each with 13 firms. The two associations taking part in the official joint venture were the Brewery and Bottling Engineering Association with 12 firms and the Allied Brewery Traders Association with 10 firms. The remaining British firms exhibited independently and were spread throughout the exhibition.

The siting of the stands of the two associations followed the fair orgainsers' broad sub-division of the event into main product categories, but as a whole the British exhibits covered all branches of the industry, including brewing, washing, filling, sealing and labelling machinery, barley and hops handling equipment, brewing containers and aluminium kegs, transport vehicles with their trailers and containers.

It was particularly rewarding to record that the British brewing industry had been quick to recognise the importance of Interbrau 71 and more so to note how delighted the exhibitors were with the success of their participation. Both associations reported many serious inquiries. It was not the type of event where firm orders are taken on the ground, but there can be little doubt that substantial orders will result from the high-quality displays put on by British participants and the interest taken in them.

In spite of the monetary crisis and uncertainty about its solution, which made the quoting of prices difficult, inquiries were received by British participants from all the EEC countries, EFTA countries, the Commonwealth and Far Eastern countries, in particular Japan.

A charter flight organised by the Allied Brewery Traders Association carried over 120 British brewers to Munich for a special two-day visit to Interbrau. This exercise was most useful from the point of view of the British brewing and bottling industry and much appreciated by its German counterpart and organising authority.

It became increasingly obvious during the exhibition that in this field British industry is second to none. It would be difficult to single out any one firm who had particular success, but throughout the show the stand of Barry-Wehmiller, in spite of the almost intolerable noise from numerous bottling machines, was full of inquirers from opening until closing time. GNK Sankey, Vickers and Alumasc, all occupying large stands outside the joint venture, were also continually at full stretch coping with visitors.

All British stands were visited by HM Consul-General in Munich, Mr. H. B. McKenzie Johnston, and some were viewed by the Federal Minister of Agriculture, Herr Josef Ertl, who opened the exhibition.

At the end of the six days all the British participants were anxious to know when and where the next Interbrau would be held. (It normally takes place every seven years, alternately in Munich and Dortmund, but there is speculation that it may be held more frequently—at either five or six year intervals.) And all voiced a resounding unanimity at the success of the exhibition, its organisation and its smooth operation. This is hardly surprising in view of Munich's world-wide renown as a 'beer' city and of the fair authority's long proven efficiency. As Interbrau closed the Oktoberfest 1971 opened.

US electro-optics industry still buoyant

From the British Trade Development Office

THREE newcomers were included this year in the small, but selective, second British joint venture at the Electro-Optics '71 East Design Conference in New York City from September 14-16. Sponsored by the Department of Trade and Industry and S.I.R.A. Institute, a group of seven British companies joined with 114 American, two Canadian, one German and one British (outside the joint venture) firms to present the latest product developments in optics and electro-optics.

Whilst the glamour seems to be in lasers and the widening vista of their applications, there is still plenty of opportunity in the straight optical component field. Combined Optical Industries, Slough, reported an almost continuous stream of high-quality inquiries for their lenses and light guides during the three days of the exhibition. In the optical bench and accessories area, Precision Tool and Instrument Co. Ltd., Thornton Heath, Surrey also attracted great interest.

It is hard to overestimate the usefulness of United States national exhibitions in pro-

(*continued on next page*)

US ELECTRO-OPTICS

continued

ducing possible agency contacts for British manufacturers entering the market for the first time. The many such approaches made to all members of the joint-venture provide a measure of the demand in the States for quality components at competitive prices. The new 10 per cent import surcharge appears to have produced very little pessimism among importers in this particular commodity area.

Important visitors

While the total attendance figure of about 10,000 was fewer than last year, the organisers' initial analyses showed a higher percentage of senior research and production personnel.

Business activity linked to aerospace and defence contracts is still sluggish here, though a consensus of opinion from some United States firms interviewed indicated that trade across the very broad base of electro-optical research and development is feeling the pinch least of all. This fact suggests a distinct trend towards the non-military application of electro-optical technology, such as in medicine and biophysics.

A number of United States companies showed their latest innovations in fibre-optics, many in areas related to medical diagonistic techniques and internal examination procedures. Much technological skill and expertise has been directed in the last couple of years from aerospace and other government programmes to medical and related areas. In the United States the medical industry, which is comprised of a whole chain of private interests, is growing at a tremendous rate. It is not surprising, therefore, that members of the electro-optical industry are tackling problems in the clinical and bio-medical engineering field which they are technologically well-equipped to deal with.

British electro-optical firms are well advised to look very seriously at the tremendous opportunities presented in the United States electro-medical and pollution measurement markets.

In the wider context, the rate of emergence of radically new electro-optical techniques, devices and systems many of which at first sight appear to offer completely new solutions to problems, is so great that an increasing measure of judgement must be applied to predicting which ones are most likely to be successful. Among the range of seminars offered at the conference this year, one was devoted to this very problem. Other typical subject groupings in the technical sessions 'Laser Technology', 'Laser Beam Steering and Holography' and 'Optical Communication Techniques'. In the last group a paper was presented by J. J. O'Reilly and F. R. Bonar of Brunel University, Middlesex, the only British paper given at the Conference.

Members of the joint venture were, of course, invited to use the services of the British Trade Development Office, and a reception was given for members, their business associates, and the Office's own trade contacts in the electro-optical systems area. Experience has shown that receptions held under these circumstances can provide British businessmen with valuable commercial contacts and opportunities.

As we concluded last year, British industry should perhaps note that the United States electro-optical industry in the 1970's could well be what the electronics industry was in the '60's, and more.

Discussing equipment on the ELECTRO PHOTONICS LTD. stand during the Electro-optical systems New York show are (l. to r.) Mr W. A. L. Thomas, senior physicist, Esso Research & Engineering Co., Linden, N. J., Mr P. H. Morcombe, Electro Photonics, Mr D. A. Draegert, Bell Labs, Murray Hill, N. J., and Mr J. F. Higgins, Electro Photonics.

Austrian promotions bring increased business

From the British Embassy, Vienna

THE interest in British Weeks, generated by the large scale week in Vienna at the end of 1969, continues in the provinces of Austria. A 'Mini-week' in the small town of Liezen finished on September 22 and a much larger promotion in Austria's third city, Linz, came to an end on October 2. There was also a week's promotion in the food department of a big supermarket in Wels, upper Austria.

Linz, capital of the province of upper Austria, is a city of over 200,000 people and since Roman times has been an important trading centre, not least because it is situated on the Danube. It is also a centre of Austria's heavy industry. Both these factors contribute to Linz being the fastest growing and most prosperous city in Austria.

The initiative for the week came from the Linzer City-Ring, an association to which some 180 owners of stores and shops in the centre of Linz belong. About 120 members of the ring participated in the week. The event was organised by the ring in association with the Department of Trade and Industry and the Commercial Department of the British Embassy in Vienna.

The main shopping area of Linz is concentrated in the centre, comprising the Landstrasse, the long main street, several crossing streets and the main square. The whole area was amply decorated with Union Jacks and banners proclaiming the title of the week 'Grossbritannien zu Gast in Linz' (Great Britain as guest in Linz). Many shop windows were well stocked with British goods, backed up by a wide variety of display material. There were also a number of supporting attractions. On the first three days, there was a display of British cars put on by local dealers.

The Linzers turned out in their thousands for the opening of the promotion, which was performed on the historic main square by the Buergermeister in the presence of HM Ambassador, Sir Peter Wilkinson.

Among the main British goods to be seen in the Linz shops, the most popular were clothing, textiles, particularly men's suitings, toys, foodstuffs, reproduction furniture, household articles and cosmetics. The main department store, Passage-Kaufhaus, featured all these articles and in particular had large special displays of British foodstuffs, in addition to the lines usually carried in its food department. British furniture also attracted considerable interest. Several big clothing shops had a wide choice of ladies' and men's clothing in all styles and in all price ranges. There were even suede leather coats from Britain in a country which has a tradition and a strong industry for making leather clothing. The week also brought to the fore some British items less common in Austria, such as fishing rods and tackle, and cutlery and hats. In total, the extra buying done by the participating shops for the week was in the region of £150,000.

Air of prosperity

Although the population of Liezen is less than 7,000, it is a shopping centre for a wide surrounding area in which some 70,000 people live. It also has a branch factory of the main Austrian steel manufacturer within its boundaries. It has a general air of prosperity about it and the greater part of the shopping area is very new and still being developed. As with Linz, the initiative for a British promotion came from the local shopping organisation and 59 of their 80 members took part. The opening was performed on September 14 by the Buergermeister in the presence of HM Ambassador.

Many more people than usual came into the town during the week. The large main store reported a 50 per cent increase in customers and sales of British goods, to the extent of about £8,000. Other participants also had good business and the indications are that the buying of British goods, which was £25,000 above normal for the week, will continue at an increased rate and that new connections with British suppliers opened up for the week will be maintained.

THE QUEEN'S AWARD TO INDUSTRY 1972

Applications should be submitted as soon as possible before the closing date, 31st October 1971. Official forms and an explanatory booklet are available from: The Office of The Queen's Award to Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 2277

TRADE INFORMATION

AUSTRIA AND POLAND: A new five-year Agreement between Austria and Poland will come into force on January, 1, 1972, at the same time as the transfer to trade on a multilateral basis, whereby trade will be conducted in freely convertible currency. This agreement will supersede the present trade agreement, which was not due to expire until the end of 1972.

EDB Ext. 458/9, 461

EFTA DOCUMENTATION—REVISED EFTA FORM 2: Exporters are reminded that from September 30 the superseded EFTA Form 2, which required a declaration to be given by both the exporter and the producer, will no longer be valid. Copies of the new Form 2, which requires a declaration to be given by the exporter only, are available from HMSO bookshops and certain large commercial printers.

CRE Ext. 2301/2

HINTS TO BUSINESS MEN BOOKLETS: Revised editions of the booklets on Argentina, Congo (Kinshasha), Libya, Mozambique and Angola, Uruguay, Guyana and Honduras, have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London EC4M 7HU, Tel: 01-248 5757, Ext. 7146, or to any Regional Office of the Department of Trade and Industry.

TARIFF & TRADE NOTICES

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

European Communities

EEC/TURKEY AGREEMENT: The *Journal Officiel des Communautés Européenes* No. L213 dated September 21, 1971 contains the text of Regulation (CEE) No. 2019/71 relating to procedures concerning imports of rye from Turkey. The French text of the Regulation may be seen on application.

EDB Ext. 7174, 408

CORRECTIONS: The *Journal Officiel des Communautés Européennes* No. L214 dated September 22, 1971 contains corrections to a Directive and a Regulation respectively:

(1) Directive 71/307/CEE concerning harmonisation of Member States' legislation relating to textile markings.

(2) Regulation (CEE) No. 1872/71 fixing the countervailing amounts in the agricultural sector following the temporary widening of the margin of fluctuation in the currencies of certain Member States.

EDB Ext. 7174, 408

Spain

DUTY-FREE IMPORT QUOTA—IRON OR STEEL COILS: The Spanish *State Gazette* of September 22, announced a duty-free import quota of 50,000 tons of iron or steel coils for re-rolling: Tariff heading 73.08, valid until January 31, 1972.

EDB Ext. 462, 471/2/3

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette* of August 31 announced the following modifications to the Spanish Customs Tariff:

Tariff heading	Description	Import duty
28.46.A.2	Anhydrous borax	28%
43.01.A	Skins of rabbit and hare	2%
44.19	Wooden beadings and mouldings of all kinds	10%
69.07.A	Plain, unglazed earthenware tiles for paving and furnishing	20%

EDB Ext. 462, 471/2/3

CAPITAL GOODS ADDITIONS: The Spanish *State Gazette* of August 28 announced additions to the list of capital goods admitted at a reduced rate of 5 per cent for a specified period, as follows:

Tariff heading	Description	Expiry date
Ex. 84.10.F1	Steam-turbine operated motor-pump assemblies with a power rating between 9,000 to 11,000 hp	Feb. 27, 1972
Ex. 84.11.C2a	Horizontal alternating compressors of more than 400 hp, and centrifuges of more than 1,000 hp, for petroleum and petro-chemical plant, to compress pure hydro-carbons or any mixture of hydrogen and hydro-carbons	Aug. 27, 1972
Ex. 84.15.B2	Liquid nitrogen refrigeration systems for mobile transporters	Aug. 27, 1973
Ex. 84.31.A	Cutting machines with 10-bladed discs with diameters exceeding 1.75 metres	Aug. 27, 1973
Ex. 84.33.A3	Completely automatic machines for making folding cartons and boxes of corrugated cardboard, designed to carry out all sequences (feeding, stamping, pressing, cutting and slotting, glueing and final shaping)	Aug. 27, 1973
Ex. 84.33.A4	Automatic machines for cutting pasteboard longitudinally and transversely, incorporating self-sharpening blades	Aug. 27, 1973
Ex. 84.40.F	Stencilling machines, flat or cylinder type, for imprinting designs on textile fabrics in various colours, with automatic procession of the material	Aug. 27, 1973
Ex. 84.45.C6	Automatic correction machines for external surfaces, by formers and other devices, for the copying of samples, by means of special vibrating holders	Aug. 27, 1973
	Machines for polishing 'billets' and other metal pieces, with pneumatic control of the milling pressure. Weighing more than 5,000 kg., excluding the aspirator and loader	Aug. 27, 1973
84.45.C8b	Planers for forming gear-teeth, fitted with rack and pinion	Aug. 27, 1973
84.45.C.10	Machines for making soldered tubes from hooping and banding via projecting rollers and by hydraulic action and pressure, with synchronous cutting for thicknesses of 1 mm. or more, at a speed of more than 80 metres per minute	Aug. 27, 1972
84.59.J	High-vacuum evaporation equipment for use optically with electronic gun and optical means of controlling the density	Aug. 27, 1972
87.02.A.2	Fork-lift trucks, mechanically propelled, capable of lifting a load in excess of 20,000 kg.	Aug. 27, 1973

EDB Ext. 462, 471/2/3

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— Dr. FRY'S TRANSLATION SERVICE

2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

CAPITAL GOODS MODIFICATIONS: The Spanish *State Gazette* of August 28 announced the following modifications to descriptions of certain Capital Goods listed currently for import at a concessional rate of 5 per cent import duty:

Tariff heading	Description	Expiry date
Ex 84.17 I	Catalyst chambers for the chemical industries, weighing more than 45,000 tons with a thickness of metal wall of more than 40 mm.	December 5, 1971
Ex 84.33 B	Machines for partitioning paperboard boxes, and machines for folding and glueing, weighing 6,500 kgs. or more with a width-working capacity of 1.2 metres or more, for the manufacture of folding boxes and multi-ply paper bags	November 16, 1972
The following item is deleted from the concessionary list:		
Ex 856.11 A2c	Continuous automatic resistance furnaces with 5 or more controlled chambers for the reheating of foundry castings, with general control panel and without metal casing	

EDB Ext. 462, 471/2/3

JOINT ASSEMBLY IMPORT CONCESSIONS: The Spanish *State Gazette* of August 28 announced an extension of two years for the importation at concessional rates of import duty for hydraulic excavators and/or mechanical scoops with a capacity of 1,000 to 2,000 litres, subject to conditions laid down by the Ministry of Commerce.

EDB Ext. 462, 471/2/3

Norway

BORIC ACID: The Norwegian Ministry for the Interior has recently announced restrictions banning the addition of boric acid to foodstuffs and stimulants as follows:

1. Foodstuffs and stimulants offered for sale, or transferred to others, must not contain added boric acid or its salts, including borax.

2. The Director of the State Foodstuffs Institute may, in special cases, make exceptions to the ban.

The restrictions come into force on November 1, 1971.

EDB Ext. 458/9

Turkey

AMENDMENTS TO GLOBAL QUOTA IMPORT LIST: The Turkish Ministry of Foreign Economic Relations has announced that Turkish manufacturers of central air-conditioning equipment may now import compressors of 4 HP and above under the $80,000 import quota No. 269, instead of 5 HP and above. It is also announced that the $1 million manufacturing industries quota No. 411 for materials for power and distribution transformer manufacture has been amended to read: 'Materials for the manufacture of high and medium tension power and distribution transformers and current and tension recording transformers'.

AMENDMENT TO LIBERALISED IMPORT LIST NO. II: The Turkish authorities announce the deletion of the restrictive clause: 'up to 50 grams per sq. metre' against the importation of cellulose wrapping paper (Tariff no. 39.03.31) for the requirements of exporters on this list.

EDB Ext. 420, 475

Israel

ADDITIONAL DUTIES: The notice published in *Trade and Industry* on September 23 is hereby cancelled.

EDB Ext. 420, 475

REPRINTS OF 'T & I' ARTICLES

Reprints of *Trade and Industry* articles should be ordered within one week of publication from; Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BF. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies: carriage extra.

Angola

AMENDMENTS TO IMPORT TARIFF: The *Boletim Oficial de Angola* No 208 of September 3 published the following amendments to the import tariff on articles of glass:

Tariff heading	Subheading	New rate of import duty
70.04	03	45.00 escudos per sq. metre
70.04	04	67.50 " " " "
70.04	05	37.50 " " " "
70.05	02	45.00 " " " "
70.05	03	67.50 " " " "
70.05	04	37.50 " " " "
70.06	03	60.00 " " " "
70.06	04	86.00 " " " "
70.06	05	52.50 " " " "

No further information is available.

EDB Ext. 460/1

Kenya

WEIGHTS AND MEASURES: Information has been received from the British High Commission in Nairobi, Kenya about the proposed Weights and Measures (Sale and Labelling of Goods) Rules, 1971. While it is not anticipated that this legislation will be enacted before the end of October 1971, British exporters may wish to know the provisions of these proposed rules which are too long to be reproduced here in full, but are outlined as follows:

1. Citation
2. Interpretation
3. Sale by quantity
4. Sale by weight
5. Pre-packed goods
6. Eggs
7. Statement of quantity
8. Penalty for removing, etc. statement of quantity
9. Penalty for false statement
10. Penalties
11. Exceptions and exemptions

First Schedule—Goods to be sold by weight
Second Schedule—Goods to be sold by weight or number
Third Schedule—Goods to be sold by measure of capacity
Fourth Schedule—Goods to be sold by weight or measure capacity
Fifth Schedule—Goods to be sold by weight or linear measure
Sixth Schedule—Goods to be prepacked in standard quantities
Seventh Schedule—Egg grades
Eighth Schedule—Permissible abbreviations.

EDB Ext. 462, 471/2/3

Ghana

IMPORT LICENSING: A notice published in *Trade and Industry* on September 30 announced the publication of Notice to Importers No. 369—General Guide to Importers—Import Licensing Procedures for the period of January 1 to December 31, 1972. Amendments to this notice have now been given in Notice to Importers No. 371 published in the Ghana *Commercial and Industrial Bulletin* of September 17.

EDB Ext. 471/2/3

YOU WILL HAVE NO **CAR SHIPPING PROBLEMS** IF YOU CONTACT
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Malagasy Republic

FISCAL MODIFICATIONS: Malagasy Republic Law No. 71-015 of June 30 announced the following modifications to import duty:

Tariff No.	Description	New rate	Former rate
02.06	Ham	50%	18%
04.03	Butter and ghee	50%	35%
08.01 to 08.10	Edible fruits, fresh or dried, whether or not cooked, preserved by freezing, not containing added sugar	100%	50%
16.02	Prepared and preserved pork	50%	35%
16.04	Prepared or preserved fish, other than caviar and caviar substitutes	50%	35%
19.08	Dry biscuits containing no cocoa or less than 20% cocoa, without sugar or honey	50%	35%
20.02	Vegetables and pot-herbs prepared or preserved otherwise than by vinegar or acetic acid	50%	40%
20.05	Jams, fruits, jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, whether or not containing added sugar	50%	40%
21.01	Extracts or essences of coffee, preparations with basis of those extracts	100%	50%
22.01	Natural or artificial spa waters, aerated waters unflavoured and unsweetened	26%	13%
22.05	Sparkling wines: champagne	50%	Exemption
28.04	Red phosphorus	8%	15%
28.32	Potassium chlorate	10%	27%
33.06	Liquid alcoholic perfumes:	60%	16%
	Products other than perfumes and shaving creams:		
	Alcoholic:	60%	16%
	Non-alcoholic:		
	Toothpastes and other products for buccal hygiene	40%	36%
35.03	Gelatin and their derivatives; glues derived from bones, hides, nerves, tendons, or from similar products, and fish glues and isinglass	9%	18%
37.01	Photographic plates, films in the flat, sensitised, unexposed, in materials other than paper, paperboard, or cloth, other than for radiography	50%	40%
37.02	Films in rolls or strips, unexposed, perforated or not, other than for radiography	50%	40%
37.03	Sensitised paper, paperboard and cloth, unexposed or exposed, but not developed	50%	40%
37.04	Sensitised plates and films, exposed but not developed, negative or positive	50%	40%
37.05	Plates, unperforated film and perforated film (other than cinematograph film),exposed and developed, negative or positive	50%	40%
44.15	Plywood or veneered panels, whether or not containing any material other than wood: inlaid wood and wood marquetry	50%	30%
44.23	Builders' carpentry and joinery (including parquet panels) for building and constructions, other than for hangars, chalets and similar wooden construction, collapsible, imported complete	50%	17%
70.13	Glassware for indoor decoration	50%	31%
71.12	Articles of jewellery and parts thereof in gold	50%	16%
71.16	Imitation jewellery	50%	40%
73.36	Gas fuel apparatus, including mixed gas and liquid fuel apparatus in cast-iron, iron or steel	50%	31%
73.38	Equipment for households, home-hygiene, housekeeping in stainless steel plate	50%	31%
84.12	Air conditioning machines, self-contained comprising a motor-driven fan and elements for changing the temperature and humidity of air, for domestic use	50%	22%
84.15	Furniture and installations incorporating a refrigerating unit, furniture and installations designed to be fitted with a refrigerating unit, with the exception of parts thereof and detachable pieces	50%	31%
84.40	Clothes—washing machines, with a dry linen capacity not exceeding 6 kilograms, domestic wringers other than centrifugal machines	50%	22%
85.06	Electromechanical domestic appliances, with self-contained electric motor	50%	31%
85.12	Electric water-heaters, geysers and immersion heaters; electric apparatus for space-heating and other similar uses; electro-thermic hairdressing appliances; electric smoothing irons; electro-thermic domestic appliances; electric heating resistors, other than those of No. 85-24	50%	31%
85.15	Radio receiving equipment combined not with a phonograph or turn-table	50%	34%
85.20	Filament lamps and tubes	50%	31%
85.21	Electronic lamps, tubes and valves; electric photocells; mounted semi-conducting transistors and similar elements mounted piezo-electric crystals—other than tubes for radio-electric transmission	60%	38%
91.01	Watches including pocket-watches, wrist-watches	50%	40%
92.11	Phonographs, dictating machines, and other sound records and reproducers; sound and image recorders and reproducers for television, by mechanical process	60%	45%
98.10	Lighters and parts thereof, other than flints and wicks	80%	50%

A consumption tax is now applicable to the following products which had formerly been exempt:

Tariff No.	Description	Rate
33.06	Perfumes, liquid, non-alcoholic and solid perfumes—Non-alcoholic products other than perfumes, shaving creams, toothpastes, and products for buccal hygiene	20%
39.01	Condensation, poly condensation and poly addition products: Plates in polyester and products other liquid or pasty products, blocks, lumps, granules, powders, flakes, and similar bulk forms, waste and scrap	10%
39.02	Polymerisation and copolymerisation: Special ringed tubes for electric installations; other tubes and pipes; plates in polyvinyl chloride, and products other than the following: liquid and pasty products, blocks, lumps, powders, granules, flakes and similar bulk forms, waste and scrap	10%
39.03	Vulcanised fibre	10%
39.07	Articles of materials of the kinds described in heading Nos. 39.01 to 39.06	10%

EDB Ext. 462, 471/2/3

IMPORTATION OF HOSIERY MATERIALS: It has been announced that the importation into the Malagasy Republic of hosiery material, not elastic or rubberised, in pieces (tariff position 61-01-00), whatever the origin, must be submitted to prior authorisation.

EDB Ext. 462, 471/2/3

IMPORTATION OF FRUIT JUICES: It has been announced that importation into the Malagasy Republic of fruit juice of all origins (tariff position 20.07.00) is to be controlled by the purchase of natural fruit juices made from local raw materials. Each importer must purchase four litres of locally produced fruit juice for every one litre imported.

EDB Ext. 462, 471/2/3

Mozambique

DUTIABLE VALUE OF CERTAIN GOODS IMPORTED BY AIR: It was announced in the *Boletim Oficial de Mozambique*, Series I, No 104, of September 4 that, for the purposes of assessing the dutiable value of goods classified under the Tariff chapters and headings listed below, air freight and insurance costs shall be reckoned at a maximum of 5 per cent of the fob value of these goods in those cases where the actual cost of air freight and insurance exceeds that amount:

Chemical products in Chapters 28 and 29; pharmaceutical products in Chapter 30; goods classed under the following headings and sub-headings: 38.16, 40.12, 48.15.04, 48.21.01, 48.21.02, 49.01, 49.02, 49.05, 49.06, 49.07, 49.11.02, 49.11.03, 50.08 59.17, 69.03, 70.17, 70.18, 82.05, 82.07, 83.15; parts and accessories for equipment and machinery in Chapters 84 and 85; parts and accessories for vehicles in Chapters 86, 87 and 88; 90.01 and 90.02, 90.04.03 and 90.04.04, 90.17, 90.18, 90.19, 90.25; parts and accessories for equipment in Chapter 90; 91.11.

No further information is available.

EDB Ext. 460/1

THE NEW ZEALAND PHARMACEUTICAL JOURNAL

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Zambia

WEIGHTS AND MEASURES REGULATIONS: The following Statutory Instruments published in the *Zambia Gazette* of September 10, contain various regulations made under the authority of the Weights and Measures Act (Applied Laws, Volume II, Cap. A. L. 20):

S.I. No. 175 Weights and Measures (Assize) Regulations, 1971.
S.I. No. 176 Weights and Measures (Standards) Regulations, 1971.
S.I. No. 177 Weights and Measures (Assizer's Certificate) Regulations, 1971.
S.I. No. 178 Weights and Measures (Certificate of Competency) Regulations, 1971.
S.I. No. 179 Weights and Measures (Tables of Equivalents) Regulations (Revocation) Order, 1971.
S.I. No. 180 Weights and Measures (Assize Board) Regulations, 1971.
S.I. No. 181 Weights and Measures (Assize Fees) Regulations, 1971.
S.I. No. 182 Weights and Measures (Sale of Articles) Regulations, 1971.

The provisions of the above Regulations are too long to be reproduced here in full, but British exporters will be particularly interested in Statutory Instrument No. 182 (Sale of Articles) Regulations, which will come into operation on January 1, 1972. The arrangement of regulations contained in the above Statutory Instrument is as follows:

1. Title and commencement
2. Application
3. Interpretation
4. Exemption from section 19 (1) of the Act
5. Exemption from section 20 (1) of the Act
6. Marking of wrappers or containers
7. Standard weight per bag or pocket
8. Pre-packed articles
9. Cement
10. Coal and coke
11. Fertiliser
12. Firewood
13. Meat
14. Cheese
15. Spirituous liquor
16. Agricultural produce
17. Bread
18. Dried fish
19. Lime
20. Milk and cream.

First Schedule—Pre-packed articles which may be marked 'Net Weight when Packed'
Second Schedule—Abbreviations of denominations
Third Schedule—Standard weight per bag or pocket
Fourth Schedule—Pre-packed articles to be sold by weight and in fixed quantities
Fifth Schedule—Pre-packed articles to be sold by measure of capacity and in fixed quantities.

Copies of the above Statutory Instruments are available.

EDB Ext. 462, 471/2/3

Republic of South Africa

CUSTOMS TARIFF CHANGES: The following changes in duty were notified in South African *Government Gazette* No. 3255 of September 17.

R.1599 The duty on xanthates (Tariff heading no. 29.31) is increased from free to 20 per cent or 38c per kg. less 75 per cent of the fob price.

R.1600 The rate of duty on prepared sewing yarns of cotton in units not exceeding 300 yards each (Tariff heading nos. 55.05, 55.06) is increased from 10 per cent (General) and 5 per cent (M.F.N.) to 25 per cent (General).

R.1601 Provision is made for a rebate of the full duty on xanthates, (Item No. 460.16) in such quantities and at such times as the Secretary for Industries may allow by specific permit.

EDB Ext 471/2/3

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CHANGE TO THE METRIC SYSTEM: South African *Government Gazette* No. 3255 of September 17 publishes amendments to the Weights and Measures Regulations under Notice R 1597. These include the introduction of metric quantities into the regulations requiring bread to be made up in units of standard prescribed weight, and additions to the list of products having prescribed packaging patterns, namely certain cereal products, bananas, bleaches and certain medicinal liquid products.

EDB, Ext. 471/2/3

Gulf States

SURFACE MAIL: Firms are reminded that surface mail to the Gulf (Kuwait, Bahrain, Qatar, Trucial States and Oman), may take up to four months to arrive. Post of any urgency should therefore be sent by airmail.

CRE Ext. 2221

Pakistan

ALIGNMENT OF PAKISTAN RUPEE WITH US DOLLAR: It was announced on page 653 of *Trade and Industry* dated September 30 that the Pakistan rupee had been delinked from the pound sterling and aligned to the US dollar. The State Bank of Pakistan has now announced the buying and selling rates of the Pakistan rupee to the US dollar. Rates for pound sterling will be based on the quotations in the New York Exchange Market.

The State Bank has also announced provisions for increasing the rupee amounts of import licences/entitlements where, in consequence of the new exchange rates, they fall short of contracted foreign exchange remittances. These provisions will apply in cases where letters of credit were established prior to September 17, 1971 and where no forward cover had been taken by importers. The rupee amounts of import licences/entitlements will be deemed to have been increased to the extent of the fluctuation.

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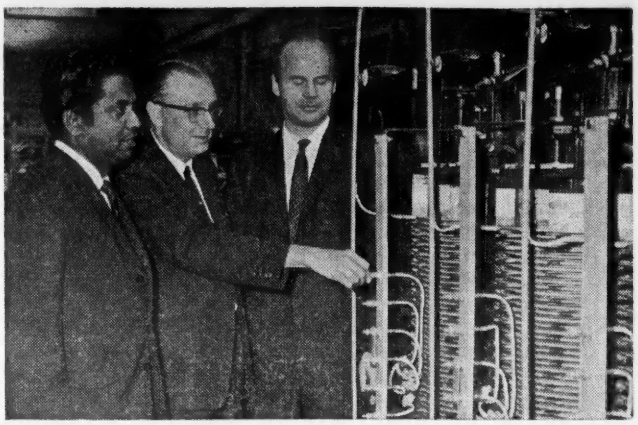

Mr. A. Radhakrishnan (left), Assistant Director of Public Works (Engineering), Singapore, pictured during his recent visit to the Loughborough works of Brush Transformers Ltd., a Hawker Siddeley company. Mr. Radhakrishnan's visit to Britain was at the invitation of the Department of Trade and Industry. Also in the photograph are Mr. G. Hall, chief engineer, Brush Transformers Ltd. (centre), and Mr. A. J. F. Coppin, Department of Trade and Industry.

Malaysia

METRICATION: The Metric Weights and Measures Bill (which was presented to the Malaysian House of Representatives on July 5, 1971) has now been made law and was given Royal Assent on August 30. It will enable metric weights and measures to be used in the country in addition to the Imperial standards of weights and measures already in use.

EDB Ext. 401, 468/9

New Zealand

EMERGENCY PROTECTION AUTHORITY—TEMPORARY PROTECTION: The New Zealand Minister of Industries and Commerce has received an application for temporary protection of the following item:

Tariff item	Description
Ex. 29.16.09 Ex. 38.11.39	MCPB and 2,4 DB—weedkillers

The question of temporary protection of this item may at a later date be referred to the Emergency Protection Authority.

CRE Ext. 2321

EMERGENCY PROTECTION AUTHORITY REPORTS: Copies of the following New Zealand Emergency Protection Authority reports have been received and are available from the Commercial Relations and Exports Division.

Tariff item	Description
32.10.02	Modellers' enamels
84.06.23 84.06.24	Marine engines

CRE Ext. 2321

Australia

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals which

ECGD ADDRESSES

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

came into effect on and from September 8, 1971, and are consequent upon the Tariff Board inquiry into woven shirts, etc.

Amendment of Part II. of the First Schedule to the Customs Tariff 1966-1971

Tariff item	Goods	Rate of duty: General	Rate of duty: Preferential
Omit paragraph 61.03.11, insert the following paragraph:			
'61.03.11	– – Shirts that:	$14.50 per doz.; or if higher, $16.07 per doz. less 57½%	$14.50 per doz., less 35%
	(*a*) are made from fabrics consisting of a mixture of cotton fibres and 20% or more by weight of man-made fibres; and		
	(*b*) have a value less than $25.22 per dozen	Primage 5%	

EDB Ext. 401, 468/9

Republic of Vietnam

IMPORT OF MACHINERY AND SPARE PARTS: The Government of South Vietnam has announced that it will allow the import of certain non-American types of machinery to be imported with Government funds. Imports so financed must, however, be paid for at the rate of 400 Vietnamese piastres to $1 while AID financed commodities enter at the rate of 118 piastres to $1. A list of the commodities affected may be obtained from Export Data Branch.

EDB Ext. 420, 475

The Philippines

PRIOR APPROVAL: The Central Bank of the Philippines has announced that prior approval shall not be required for importations by any single importer, under cash basis or where payment is to be made within a period of 360 days, of the following machinery and equipment even if the aggregate value of this would add up to more than US$50,000 within a calendar month.

1. Agricultural machinery and implements (including spare parts) under Section 7 of the Central Bank Statistical Classification of Commodities.
2. Plant machinery and equipment (including spare parts) for the exclusive and direct end use of (*a*) export-oriented firms that qualify as such under existing regulations of the Bank; and (*b*) the registered activities of Board of Investors registered firms. Further information and copies of the regulation are available on request.

EDB Ext. 401, 468/9

Panama

REMOVAL OF CERTAIN COTTON TEXTILES FROM QUOTA LIST: The following textiles have been removed from the list of restricted imports:

Denim (coloured, patterned and blue jean)
Poplin (white or coloured)
Drill (any type and colour)
Indian head
Gabardine
Pocketing
Soft filled duck (Spanish 'falla')
Piqué
Crepe
Sheeting
Cotton blankets
Broad cloth

EDB Ext. 474, 476, 7312

Canada

DRUG MANUFACTURING FACILITIES AND CONTROLS: The Canadian Food and Drug Directorate have issued Trade Information Letter No. 358 of September 2 announcing that the Directorate propose to recommend to the Minister of National Health and Welfare that the Food and Drug Regulations be amended to incorporate additional requirements in respect of the testing, packaging, identification, etc. of drugs. The requirements will also apply to imported drugs in dosage form. Copies of the full text of the Letter, which includes a draft of the proposed regulations, are available to British exporters on application.

ESD Ext. 455/6/7

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice

49	Temporary importations: international co-operation.
77E	Purchase tax-exports.
77X	Purchase tax—retail export schemes.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.
206	Export trade reliefs: temporary importation for process or repair.
207	Reimported goods: relief from Customs duty and purchase tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.
275	Documentation of Exports for Statistical Purposes
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
466	Export documents and trade statistics.
467	The New Customs Tariff and Overseas Trade Classification.
Exchange Control	Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
74A	EFTA drawback: exception of EFTA goods re-exported to another EFTA country.
77M	British-made cars and motorcycles; tax free sales to tourists, etc.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
172	Hydrocarbon oils: drawback of duty.
218	The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.
219	The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.
430	Tables of rates of sugar surcharge, distribution payments and corresponding repayments.
430A	Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

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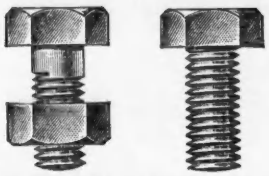

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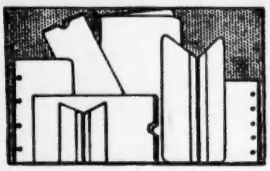

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